

全国高等学校英语应用能力考试 历年真题与详解（A 级）

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内 容 简 介

本书收集和整理了近年来全国高等学校英语应用能力考试（A 级）的真题，针对英语应用能力考试考纲细化知识点，对真题进行详细解析并给出答案；同时整理考纲要求的重点词汇，以期帮助学习者顺利通过考试、提升英语实际应用能力。

本书可作为高等本科高等职业院校的教学用书，也可作为英语应用能力考试指导用书。

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前 言

教育部高教司设置的“全国高等学校英语应用能力考试(A级和B级)”为检测高等院校学生是否达到所规定的教学要求而设置的考试,以期培养学生运用英语进行职场交流的能力。

《全国高等学校英语应用能力考试历年真题及详解(A级)》是以教育部高教司的《高等职业教育英语课程教学要求》(试行)和《高等学校英语应用能力考试大纲和样题》(2014)为依据进行编写,力求更加有针对性高等教育院校学生的英语学习。全书认真梳理了学生在参加全国高等学校英语应用能力考试过程中所遇到的重点、难点,从解题思路与解题技巧方面做了详细的讲解和归纳,从而引导学生通过学习和训练来达到全方位掌握语言知识点并熟悉考试题型和解题技巧的目的,相信能帮助学生迅速提升英语综合应用能力,提高英语应用能力考试成绩。

我们广泛征集广大高等教育院校一线教师的建议和意见,组织长期在教学一线任教的骨干教师认真仔细解读近年的真题答案与详解,为进一步方便广大师生在课堂上使用或学生自学使用,本试题册的所有题目都配有非常详细的参考答案、参考译文、解题思路和考点归纳。

在本书的策划、编写、审阅过程中得到了浙江省高职高专外语教学指导委员会的指导和帮助,在此表示衷心的感谢!

书中如有疏漏之处,敬请各位专家、同行批评指正,本书编写组将不胜感激!

本书编写组
2018年6月

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试卷代号 A

高等学校英语应用能力考试 (A 级)
PRACTICAL ENGLISH TEST FOR COLLEGES



试题册
(GZIS)

注意事项

- 一、将校名、姓名、学校代号、准考证号和试卷代号填写在答题卡上。
- 二、所有答案均应填写在答题卡上，写在试题册上的答案一律无效。翻译和作文写在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题；主观题使用黑色字迹签字笔填写，不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、选择题每题只能选一个答案，多选作答按错误处理。选定答案后，在相应字母的中间画一条横线，画线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时，把试题册、答题卡放在桌面上。监考人员收卷后考生才可离开考场。

2017 年 12 月 A 级考试真题试卷

Part I

Listening Comprehension

(20 minutes)

Directions: *This part is to test your listening ability. It consists of 4 sections.*

Section A

Directions : *This section is to test your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue , there is a recorded question. Both the dialogues and questions will be spoken only once. When you hear a question , you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

Example: *You will hear*

You will read:

- A) New York City.
- B) An evening party.
- C) An air trip.
- D) The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, **C) An air trip** is the correct answer. You should mark C) on the Answer Sheet with a single line through the center.

$$[A][B][C][D]$$

Now the test will begin.

1. A) Applying for a visa.
C) Checking out in the airport.
 2. A) In an office.
C) In a hospital.
 3. A) From a TV ad.
C) From a newspaper.
 4. A) Check the statistics.
C) Draw some charts.
 5. A) Mr. Brown isn't fit for the job.
C) She doesn't know Mr. Brown.
- B) Making a reservation.
D) Filling in an application form.
 - B) In a club.
D) In a restaurant.
 - B) From a friend.
D) From the radio.
 - B) Visit some clients.
D) Conduct a survey.
 - B) Mr. Brown can do the job well.
D) She can do the job herself.

Section B

Directions: This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center. Now listen to the conversations.

Conversation 1

- | | |
|----------------------------|-------------------------------|
| 6. A) To make a complaint. | B) To ask about the services. |
| C) To rent a meeting room. | D) To book a hotel room. |
| 7. A) On April 25. | B) On April 26. |
| C) On April 27. | D) On April 28. |
| 8. A) The hotel website. | B) The check-in time |
| C) The way of payment. | D) The room rate |

Conversation 2

- | | |
|-------------------------------------|---|
| 9. A) To confirm her flight. | B) To arrange for a party. |
| D) To say Goodbye. | D) To make an appointment. |
| 10. A) She will take a shuttle bus. | B) She will go there by subway. |
| C) Linda will book a taxi for her. | D) Linda will drive her to the airport. |

Section C

Directions: In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read, two times. You are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. Now the passage will begin.

Good evening, ladies and gentlemen! On behalf of our company, I'd like to thank you for coming to 11 the opening of our new branch office in Hattiesburg. This branch is the 10th office we have 12 in the country. I'm glad we finally opened a branch in the southeast area. Now, I would like to 13 to thank all the staff here for your efforts to establish the branch. In order to successfully operate the branch, we need the 14 of customers like you being present. We will do our best to provide you with the 15. Thank you very much.

Section D

Directions: This section is to test your ability to comprehend short passages. You will hear a

recorded passage. After that you will hear five questions. Both the passage and the questions will be read two times. When you hear a question, you should complete the answer to it with a word or a short phrase (in no more than 3 words) • The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet correspondingly.

Now listen to the passage.

16. What does the speaker say about college life?

It is an _____ experience in our life.

17. What will you get in college?

You will get better _____ of yourself and of your capabilities.

18. What does the speaker say about study in college?

It is going to be _____.

19. What entertainment events does the speaker mention?

Plays, festivals, debates, _____ and many more fun activities.

20. What does the speaker tell the students at the end of the speech?

They are going to make a decision of their _____.

Part II

Structure

(10 minutes)

Directions: This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.

Section A

Directions: In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

21. I am interested in the training course, which _____ at Hilton Hotel in Beijing from March 8 to 12 , 2018.

- | | |
|--------------|-----------------|
| A) held | B) was held |
| C) will hold | D) will be held |

22. In his paper, John is trying to identify _____ determines the final result of the project.

- | | |
|---------|------------|
| A) what | B) whether |
| C) when | D) how |

23. I feel I am entitled to a full refund in addition to an apology for the inconvenience
A) to cause B) causing C) cause D) caused
24. Recent studies show that employees who take vacation time and leave are _____ than those who do not.
A) efficient B) most efficient C) more efficient D) least efficient
25. Only by adopting the highest standards of integrity _____ the trust of our clients and the companies we work with.
A) we earn B) can we earn C) w can earn D) we will earn
26. If I _____ the challenges at that time, I might not have started ray own business.
A) would know B) have known C) had known D) will know
27. It was not until last July _____ we started to distribute e-readers and launched an e-book store.
A) that B) who C) which D) whom
28. _____ the library for hours without finding anything useful, I turned to my professor for help.
A) To search B) Having searched C) Have searched D) Searching
29. _____ some degree, all managers who supervise people are involved in HR activities.
A) On B) To C) For D) With
30. Our online computer repair and tech support is a convenient way to have your computer _____ without having to leave your home.
A) to fix B) fixing C) fix D) fixed

Section B

Directions: *There are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.*

31. This chapter will assist you in preparing and writing memos that allow you to communicate (effective)_____ in today , s workplace,
32. Thank you for your email, and your feedback on the (attach)_____proposal would be appreciated.
33. There is no (different)_____in the brains of those who exercise with light intensity as compared with those who do not exercise at all.

34. When they entered the area, the visitors (require)_____ to turn off their smartphones.

35. When it comes to shopping habits, he suggested (buy) _____ products that are made from recycled materials.

Part III

Reading Comprehension

(40 minutes)

Directions: *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

Task 1

Directions: *After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. For each question or statement, there are 4 choices marked A), B), C) and D), You should make the correct choice and mark the corresponding letter on the Answer Sheet with a, single line through the center.*

To be a good manager, you must be careful to distinctly define the proper boundary(界限) between yourself and your staff, Here are some points to remember.

1. Be clear about the relationship. To maintain the respect of your employees while being friends with them, you must be direct about the nature of your business relationship, This means being clear about what the goals are, how your employees are to help you reach them, and what they can expect from you. By communicating these things clearly, you avoid the risk that an employee can misinterpret your friendship and behave in an unprofessional manner.

2. Be social—to a degree. In most offices, there’s usually a lot of social networking, whether it’s a Friday lunch or drinks after work. It , s natural for managers to be a part of that. Just remember to socialize(交际)with everyone, be careful with the alcohol, and don’t be the last one at the party. Also, keep socializing at the office to a minimum. You want to ensure that you are respected as well as liked.

3. Don’t fake it. Maybe you want to try to be friends with all your employees, because you think that would strengthen your team. While some management training courses stress that bosses should ask their staff about their personal lives, such as their weekend plans, their families, or their children, such efforts can backfire if the manager is viewed as not being sincere. It , s okay to ask occasional questions of staff, but don’t make a big production out of it. Getting to know people takes time.

36. To prevent employees from behaving unprofessionally, managers should.

- A) show respect to their employees, individual needs
- B) let them know about their future career development
- C) set short-term and long-term goals for their business

D) make them clear about the nature of business relationship

37. According to Paragraph 3, managers are advised.

- A) to create a friendly work environment for their staff
- B) to keep socializing with the employees to a degree
- C) to avoid socializing with their employees after work
- D) to be the first person to a party or to a gathering

38. Some managers believe they can strengthen their team by.

- A) making friends with all their employees
- B) attending a management training course
- C) providing a free Friday lunch to the staff
- D) encouraging their staff to exercise regularly

39. The word “backfire” in the last paragraph most probably means.

- A) strengthen the relationship
- B) start a fire in the backyard
- C) produce an undesired result
- D) improve management skills

40. The passage is mainly about the importance of .

- A) management training courses for employers
- B) proper relationship between managers and staff
- C) setting business goals for both managers and staff
- D) being a part of social networking for a good manager

Task 2

Directions: This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.

Before renting the equipment from U-Haul, be clear about the following information.

1. I understand that this equipment must be returned to the same U-Haul location where it was rented. I understand that the minimum rental charge for equipment returned to a different location is twice the amount of the current rate.
2. I understand that the equipment rented is water resistant and not water proof.
3. I acknowledge that I have received the appropriate User Instructions and acknowledge my responsibility to fully read and understand these User concerns or requirement that I have about my rental.
4. I understand that I can also contact U-Haul Customer Service at uhaul.com/contact/email.aspx.
5. I agree that distracted driving is dangerous and that driving while distracted is likely to lead

to an accident/crash causing serious injury or death. I agree not to use a hand-held mobile phone (other than for an emergency call). My agreement not to do so is material to U-Haul decision to enter this Agreement. My failure to comply is material breach of this Agreement.

6. I acknowledge that I have received and agreed to the terms and conditions of this Rental Contract and Rental Contract Addendum(附录).

41. Where are you asked to return the equipment rented from U-Haul?

- A) To a free parking lot.
- B) To any U-Haul location.
- C) To where it was rented from.
- D) To the nearest U-Haul location.

42. According to Item 3, it is the renter’s responsibility _____.

- A) to fully read and understand the User Instructions
- B) to buy insurance before renting the equipment
- C) to confirm the receipt of the User Instructions
- D) to repair the equipment when necessary

43. The phrase “distracted driving” in Item 5 means _____.

- A) changing lanes without signaling
- B) driving without wearing a seatbelt
- C) running a red light by over-speeding
- D) carrying out other activities while driving

44. While driving, you are allowed to use your hand-held mobile phone to_____.

- A) chat with your assistant
- B) make an emergency call
- C) look for a U-Haul location
- D) receive and send messages

45. This passage is most probably taken from_____.

- A) an announcement
- B) an advertisement
- C) an agreement
- D) a notice

Task 3

Directions: The following is an ad asking people to provide food to hungry people. **After reading it, you are required to complete the outline below it (No.46 to No.50) and should write your answers briefly (in no more than three words) on the Answer Sheet**

correspondingly.

Could you look into the eyes of children and tell them that they will have nothing to eat tonight?
We can't either.

That's why we have set up the Mississippi Food Network (MFN), a non-profit organization .As a member of Feeding America, we make sure that children, families and seniors in our service area have food. MFN has been feeding Mississippians since 1984.

At MFN, we partner with 430 food pantries(食品供应站), emergency shelters, and soup kitchens in our community to provide the food needed for our hungry neighbors. Because of friends like you, we distribute more than 18 million pounds of food annually to help feed hungry people in our service area.

What a great way to help neighbors in need and make your blessing really count!

You can help make a difference in the fight against hunger. Send your gift today ,every \$10 you donate helps provide food for 70 meals.

If you have any questions, please use our contact form , call 601-973-7085, or email *cguess@msfoodnet.org*.

Mississippi Food Network

Founded: in the year of 46

Purpose: to provide food to children, 47 in the service area

Partners: food pantries, 48 and soup kitchens

Food distributed: more than 49 pounds last year

Call for donation: providing food for 46 for every \$10 received

Contact: call 601-973-7085, or email *cgmss@msfoodmt.org*

Task 4

Directions: *The following is a list of terms related to environmental protection. After reading it, you are required to find the items equivalent to those given in Chinese in the table below. Then you should mark the corresponding letters with a single letter through the center in order of the numbered blanks, 51 through 55, on the Answer Sheet.*

- A—Air pollution

B—Air quality

C—Alternative energy sources

D—Carbon emissions

E—Carbon footprint

F—Climate change

G—Electric vehicle

H—Energy efficiency

I—Fossil fuels

J—Greenhouse effect

K—Renewable energy

L—Sustainable development

M—Zero emissions

N—Environmental impact

O—Global warming

P—Environmental compensation fee

Q—Solid waste management

Examples: (J)温室效应

(P)环境补偿费

51. ()可持续性发展	()气候变化
52. ()可替代能源	()全球（气候）变暖
53. ()碳足迹	()固体废弃物管理
54. ()零排放	()可再生能源
55. ()能源效率	()矿物燃料

Task 5

Directions: *Read the following letter. After reading it, you should give brief answers to the 5 questions (No. 56 to No. 60) that follow. The answers (**in no more than 3 words**) should be written after the corresponding numbers on the Answer Sheet.*

Dear Mr. Hughes,

It is with great pleasure that I write to invite you to the opening of our new production plant in Barnsley Avenue on Friday, January 12, 2018. You have been our regular and loyal customer over the last seven years, so it will be an honour for us if you could attend the opening ceremony of this new plant.

We have been operating as one of the best flour mills (面粉厂) in the country over the past ten years which would not have been possible without the help and support of our loyal customers. The aim of our company is to remain at the top for years to come, and your contributions towards our success are highly appreciated.

The ribbon (彩带) cutting ceremony is scheduled to take place at 1 p.m. Please make arrangements to arrive on time so that our organizers can find you a comfortable seat. We will also be acknowledging our loyal clients by name, and would like you to be present when we do so. Kindly confirm your availability for the event by January 5, so that we can make the necessary arrangements. We are looking forward to seeing you.

Yours sincerely,
John Smith

56. What event is Mr. Hughes invited to attend?
The opening ceremony of a_____.

57. Why is Mr. Hughes invited by the company?
Because he has been their_____ customer.

58. What is the aim the company wants to achieve?
To remain_____ for years to come.

59. Why is Mr. Hughes asked to arrive on time for the ceremony?
For the organizers to find him_____.

60. When should Mr. Hughes confirm his availability?

By_____.

Part IV Translation—English into Chinese (25 minutes)

Directions: This part, numbered 61 through 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/ Composition Sheet.

61. The key to regaining a customer's confidence is to respond promptly to a customer's complaint, whether the problem has been solved or not.

- A) 及时答复客户的投诉，认真解决他们的问题，这样才可以提高客户信心。
- B) 重获客户信心的关键是及时回应客户的投诉，不论问题是否已得到解决。
- C) 取得客户信赖的途径是经常听取他们的意见，不断提高自己的服务质量。

62. If Party A decides to cancel this agreement, he may do so as long as Party B is given 30 days' written notice.

- A) 如果甲方不同意本协议条款内容，可在 30 天后与乙方一起商定修改条款。
- B) 如果甲方欲修改本协议，必须在 30 天内将修改内容告知乙方，方可修改。
- C) 如果甲方决定取消本协议，只要提前 30 天书面通知乙方，就可取消协议。

63. It is our company culture to make sure that employees know how all the jobs in the company work, not just their own.

- A) 我们的公司文化是让每个员工做好自己所从事的工作，使公司所有的工作都可以有序运行。
- B) 我们的公司文化是确保员工不仅了解自己的工作，还要了解公司所有的工作是如何运作的。
- C) 我们的公司文化提倡每个员工都要做好自己的本职工作，同时还要熟悉公司是如何经营的。

64. Once you enroll in the program, we offer you support for six months, during which you should have completed all courses.

- A) 你只要注册成功，我们这个项目就会给你提供免费支持，但你必须在 6 月内通过所有课程的考试。
- B) 你一旦报名参加这个项目，我们就会为你提供 6 个月的支持，在这段时间内你应该完成所有课程。

C) 你只要学完了所有的必修课程，并且在 6 个月内通过所有课程考试，我们就会向你颁发结业证书。

65. Working from home has many advantages, such as flexibility and the ability to take care of your family. However, there are also some disadvantages. For example, if you have not worked in a traditional office, it is difficult for you to understand what office culture is. It is the sense of community (归属感) you get when you are in the office. There are common areas where you can meet your colleagues and talk to them.

Part V Writing (25 minutes)

Directions: This part is to test your ability to do practical writing. You are required to write A Letter of Complaint according to the following information given in Chinese. Remember to do the task on the Translation/ Composition Sheet.

说明：以顾客王小林的名义给 ABC 商店经理 Johnson 先生写一封投诉信，主要内容如下：

- 1. 你两周前购买了一台洗衣机，用了三天后洗衣机出现故障(内容自拟)；
- 2. 你曾打电话到商店的客户服务中心，他们答应上门维修。但至今未派人来；
- 3. 要求对方尽快派人上门修理，或更换一台新的洗衣机；否则要求全额退款(full refund)。
- 4. 结束语(自拟)。

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试卷代号 A

高等学校英语应用能力考试 (A 级)

PRACTICAL ENGLISH TEST FOR COLLEGES



试题册 (GZIS)

注意事项

- 一、将校名、姓名、学校代号、准考证号和试卷代号填写在答题卡上。
- 二、所有答案均应填写在答题卡上，写在试题册上的答案一律无效。翻译和作文写在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题；主观题使用黑色字迹签字笔填写，不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、选择题每题只能选一个答案，多选作答按错误处理。选定答案后，在相应字母的中间画一条横线，画线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时，把试题册、答题卡放在桌面上。监考人员收卷后考生才可离开考场。

2017 年 6 月 A 级考试真题试卷

Part I

Listening Comprehension

(20minutes)

Directions: This part is to test your listening ability. It consists of sections.

Section A

Directions: This section is to test your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken only once. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

Example: You will hear:

You will read: A) New York City.

B) An evening party.

C) An air trip.

D) The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, C) An air trip is the correct answer. You should mark C) on the Answer Sheet with a single line through the center.

[A] [B] [C] [D]

Now the test will begin.

- | | |
|-------------------------------|---------------------------------|
| 1. A) There is no paper. | B) The man can use the printer. |
| C) The man has to pay first. | D) The printer doesn't work. |
| 2. A) He has got a pay rise. | B) He has got a new job. |
| C) He has been promoted. | D) He has bought an apartment. |
| 3. A) Sell a car. | B) Repair a car. |
| C) Rent a car. | D) Buy a used car. |
| 4. A) It is too small. | B) He doesn't like the style. |
| C) He doesn't like the color. | D) It is of poor quality. |
| 5. A) The sales manager. | B) The receptionist. |

- C) The office secretary. D) The chief engineer.

Section B

Directions: This section is to test your ability to understand short conversations .There are 2 recorded conversations in it. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken two times .When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center. Now listen to the conversations.

Conversation 1

6. A) The goods are out of stock. B) She is moving to another city.
C) She is afraid the price will go down. D) The sales season is coming soon.
7. A) By train. B) By ship.
C) By air. D) By truck.
8. A) Next week. B) Next month.
C) In three weeks. D) In two weeks.

Conversation 2

9. A) Sales manager. B) HR manager assistant.
C) Office secretary. D) Software engineer.
10. A) 3 weeks. B) 6 weeks.
C) 3 months. D) 6 months.

Section C

Directions: In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read two times. You are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. Now the passage will begin.

I think we'll begin now. First I'd like to welcome you all and thank you for your coming especially at such short notice. I know you are all very busy and it's difficult to take time away from your11_____ for meetings.

As you can see on the agenda, today we will focus on the upcoming 12_____.First we'll discuss the groups that will be coming in from Germany. After that, we'll discuss the North American Tours, 13 _____by the Asian tours. If time 14_____. we will also discuss the Australian tours which are booked for early September. Finally, I'm going to request some feedback from all of you15_____ last

year's tours and where you think we can improve.

Section D

Directions: This section is to test your ability to comprehend short passages. You will hear a recorded Passage .After that you will hear five questions.Both the passage and the questions will be read two times. When you hear a question, you should complete the answer to it with a word or a short phrase (in no more than 3 words). The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet correspondingly. Now listen to the passage.

16. What product does the company produce?

_____.

17. When was the company set up?

_____.

18. Where are their products sold?

Both _____ and abroad.

19. According to the speaker, why do their products have a good reputation?

Because of the high quality and good _____ they provide.

20. What does the speaker promise to give for a large order?

A _____.

Part II

Structure

(10 minutes)

Directions: This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.

Section A

Directions: In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

21. Our company culture is _____ makes us successful in creating a friendly and exciting environment.

- A) where B) how
C) what D) why

22. Most people were greatly shocked by the news_____ the IT company had gone bankrupt.

- A) what B) how
C) why D) that

23. I would probably try to find a better job if I_____in your position.

- A) am B) were
C) have been D) be

24. If you are _____ busy to attend the meeting, you can send your assistant to take your

- A) very B) So
C) too D) more

25. I had to wait for another two months to be able to have the car_____.

- A) fixing B) fix
C) to fix D) fixed

26. 62% of the people surveyed said they always avoided _____their smartphones during meals.

- A) use B) using
C) to use D) used

27. The HR department is a critical part of employee well-being in any business, no matter_____ small it is.

- A) how B) what
C) where D) which

28. According to the regulations, inspections_____to ensure that the systems are in good condition.

- A) demanded B) have demanded
C) be demanded D) are demanded

29. Before you think about asking for a promotion, make sure that either a position opening Exists_____a new position is needed to be created.

- A) and B) nor
C) or D) but

30. The traffic was making so much noise that I couldn't hear what he_____.

- A) is saying B) was saying
C) has said D) will say

Section B

Directions: *There are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.*

31. Our team will meet with each person to learn about his or her (person) _____and vocational goals.

32. These questions enable the interviewer (know) _____how you previously reacted or behaved in certain types of situations.

33. Before (ask) _____for a promotion, try to find out how the decision makers in your company feel about you.

34. They are under the (impress) _____ that their communication ability is the most important factor in whether or not they will be hired.

35. We believe that e-learning can be (effective) _____than traditional instructions in the future.

Part III

Reading Comprehension

(40 minutes)

Directions: *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

Task 1

Directions: *After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*

The challenge of writing a powerful cover letter (附信) can lead job candidates to search endlessly for advice, but be careful. While you likely will find some valuable advice, you may come across a few tips that could mislead you.

“You need a lengthy cover letter.” This probably is one of the “bad cover letter tips.” Think about it: hiring managers have piles of resumes and cover letters to review. If yours is longer than the rest, it might not get read at all. Aim to get all of your points across in three brief paragraphs: a clear introduction that lets employers know which job you are applying for and why you are interested in the position; a paragraph that includes a few specific examples of how you have excelled (擅长) in past roles that are relevant to the open position; And a concluding paragraph that

tells employers how you will benefit their company and requests a future meeting.

“Your cover letter is less important than your resume.” Some hiring managers shove (随手扔) cover letters to the side, but most do not. Because you never know what type of hiring manager you are dealing with, it is best to submit a nice cover letter. While some employers place less emphasis on cover letters, others decide who to interview based on them. Remember that the point of a cover letter is to tell employers something that makes them want to meet you.

36. Why should job candidates be careful when searching for advice to write a cover letter?
- A) Some tips are not practical. B) Some tips could be misleading.
C) It is impossible to get useful tips. D) It is difficult to find valuable tips.
37. Why shouldn't you write a lengthy cover letter?
- A) Hiring managers may not read it at all.
B) Well-written cover letters may be read first.
C) It is difficult to write a good long cover letter.
D) You are unable to express your points clearly.
38. According to the passage, the introductory paragraph of a cover letter should include
- A) your request for a job interview B) the position you are interested in
C) some examples of your achievements D) your education background and degree
39. Which of the following should be included in the concluding paragraph of a cover letter?
- A) Your expected salary. B) Your hobbies and interests.
C) Your request for a meeting. D) Your professional background.
40. According to the writer, the purpose of a cover letter is to _____.
A) urge the employer to read your resume
B) please your potential employer
C) get the employer to meet you
D) show off your achievements

Task 2

Directions: This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.

Dear Sir/Madam,

I am pleased to write a letter of recommendation on behalf of Sand River and its CEO, Mrs. Jane King. I am very familiar with the company. My next book deals with it in detail, which is to be published in autumn of 2018. I am also familiar with European consumer. As a Dutch citizen, I have lived in Europe for 46 years and studied European consumer behavior for decades.

I believe that Sand River offers something unique to the European market. It has established long-term supply relations with herdsman (牧民) families and owns advanced German machinery. Thus it combines natural resources with modern manufacturing techniques. But equally important, Sand River works with modern fashion designers to create truly contemporary and appealing designs. The result is a newly-established cashmere (羊绒) brand that appeals to a target group of high-income women.

I met Mrs. King the first time in 2013. Since then, we have met several times and talked about Sand River's philosophy, strategy, and appeal to both Chinese and international consumers. I was struck by her deep knowledge about knitting (针织) technology, her enthusiasm for the brand, and her deep understanding of the cashmere shopper. I regard her as a "woman of her word."

To summarize, I believe Sand River products deserve a place in luxurious European department stores and Mrs. King is a reliable partner.

If you have any questions, please do not hesitate to contact me.

Sincerely Yours,
Joan Smith

41. Joan Smith wrote the recommendation letter on behalf of _____.
A) a Dutch citizen
B) herdsman families
C) the European consumer
D) Sand River and its CEO
42. From the letter we can learn that Sand River _____.
A) has long-term links with herdsmen B) employs many herdsman workers
C) manufactures advanced machines D) sells hand-made products
43. The target consumers of the newly-established cashmere brand are _____.
A) college students B) blue-collar workers
C) high-income women D) average herdsman families
44. By saying "a woman of her word" (Para. 3), the writer means that Mrs. King _____.
A) always keeps her promise B) is a good public speaker
C) knows customers well D) is well educated
45. As far as the European market is concerned, the writer thinks that Sand River products _____.
A) are fit for supermarkets in big cities
B) are likely to enjoy a big market share
C) will appeal to different kinds of customers
D) deserve a place in luxurious department stores

Task 3

Directions: Read the following passage. After reading it, you are required to complete the outline below it (No.46 to No. 50). You should write your answers briefly (in no more than three words) on the Answer Sheet correspondingly.

Parking Ticket (罚单)Payment System

Parking tickets issued by the City of Toronto can be paid online. All you have to do is:

- Enter your Parking Ticket Infraction (违规) number (Top right of the ticket)
- Enter your credit card number (VISA, MasterCard or American Express) and expiry date
- Print a confirmation for your records

If you have difficulties paying your ticket online, you may call our customer service staff at 416-397-8247, Monday to Friday, between the hours of 8:30 a.m. and 4:30 p.m. for assistance, or contact us by email.

To protect the secured exchange of information between you and this secure site, you may be asked to download and install the latest version of your browser (浏览器).

Please note that your payment session will end automatically if your computer is left idle (空闲状态) for more than 2 minutes. We suggest that you have your parking ticket and credit card ready before you begin the payment session.

Parking Ticket Payment System

Steps to pay:

1) enter your Parking Ticket Infraction number

2) enter your 46

3) Print a 47 of your records

Customer services:

1) phone number: 48

2) Service time: 49, from 8:30 a.m. to 4:30 p.m.

Information exchange security: download and install the 50 of your browser

Task 4

Directions: The following is a list of terms often used in hospitals. After reading it, you are required to find the items equivalent to those given in Chinese in the table below. Then you should mark the corresponding letters with a single letter through the center in order of the numbered blanks, 51 through 55, on the Answer Sheet.

- A plastic surgery
- B medical student
- C registered nurse
- D emergency department
- E intensive care unit (ICU)

- F operating room
- G physical examination
- H red blood cells
- I blood pressure
- J white blood cells
- K outpatient treatment
- L yellow fever
- M skin test
- N over-the-counter drug
- O occupational disease
- P food poisoning
- Q brain death

Examples: (C)注册护士 (L)黄热病

51. ()脑死亡	()急诊部
52. ()食物中毒	()皮试
53. ()手术室	()职业病
54. ()重症监护室	()体检
55. ()门诊治疗	()血压

Task 5

Directions: Read the following passage. After reading it, you should give brief answers to the 5 questions (No. 56 to No. 60) that follow. The answers (in no more than 3 words) should be written after the corresponding numbers on the Answer Sheet.

Steps in Starting a Used Baby Equipment Business

1. Just like any other business, you have to know the market first. This will help you choose a suitable location.

2. Decide on what kind of second-hand baby equipment business you want to specialize in. This will help you advertise your store more effectively.

3. Gather the baby equipment that is still useful from your old collections. You can add to these collections by gathering the used baby equipment from other households with fair pricing. You can also collect items that are not so good, just fix it and sell.

4. Also consider the safety of the babies using the equipment, though you intend to make profit from this business.

5. Finally, your marketing strategy is also important. You can put your store online. Advertise online or you can plan promotional activities involving parents and babies such as a contest that will earn them certain baby equipment at the end if they turn out to be the winner.

In addition to these steps, you can think of many other steps to this business dependent on the kind of used baby equipment business you plan to start.

56. What is the first thing you should know in order to start a used baby equipment business?
The_____.

57. Why should you decide on the kind of business you want to specialize in?
To help_____ more effectively.

58. How can you increase your collections of the used baby equipment?
By gathering it from _____ with fair pricing.

59. What should you also pay attention to when starting a used baby equipment business?
The_____ of the babies using the equipment.

60. What examples are mentioned as the marketing strategy in the passage?
Putting your store online, advertising online and planning _____
activities.

Part IV Translation-English into Chinese (25 minutes)

Directions: *This part, numbered 61 through 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.*

61. When returning products to us, you must take care to see that they are received by us and not damaged in transit

- A) 退还货物的时候,你要保证收件人的地址准确无误,并保证货物完好无损。
- B) 将产品退还给我们时,你必须确保货物已被我们收到,且未在传输中受损。
- C) 寄送货品时你必须正确地填写收件人的姓名和地址,以及该地的邮政编码。

62. Due to increased costs for materials used in our manufacturing process, we have to increase the wholesale price of our products.

- A) 产品价格的高低取决于我们在研发和生产制造过程中所需投入的人力和成本。
B) 我们提高了产品的价格，这是因为在制造过程中我们投入了大量人力和财力。
C) 由于我们在生产过程中的材料成本上涨，为此我们不得不提高产品的批发价。

63. By asking appropriate questions, you are showing the employer that you're interested in being part of their company.

- A) 你向雇主提出一些恰当的问题，这表明你有兴趣成为他们公司的一员。

B) 你向雇主提出的问题与其公司有关，你才有可能获得你所渴望的工作。

C) 如果想要成为他们公司的一分子，你可以向雇主提出一些相关的问题。

64. Please write to us or just see the customer service manager if you are not satisfied with any aspect of the service we offer.

- A) 如果你对对我们服务的任何方面不满, 请函告我们或直接找客服经理。
B) 如果你不满意我们提供的服务, 你可以直接到我们店里找客服经理。
C) 如果可能, 我们应常给顾客写信, 征求他们对本店提供服务的意见。

65. Welcome to our hotel. We wish you a pleasant stay. It is very important to us that your stay be comfortable and enjoyable. We take great pride in providing our guests with the highest levels of professional service. This Guest Information Guide tells you about the services and amenities (娱乐设施) we offer at the hotel. If you should have any more questions, please give us a call at the Front Desk.

Part V Writing (25 minutes)

Directions : *This part is to test your ability to do practical writing. You are required to write a Notice according to the following information given in Chinese. Remember to do the task on the Translation/Composition Sheet.*

说明：根据下列内容，以小区志愿者团队的名义拟一份通知。

内容：1. 根据气象预报，台风将在两天后影响本市，并有暴风雨；

2. 请注意安全，尽量减少外出，并采取预防措施；
3. 如果需要帮助，请联系我们；
4. 服务中心备有沙袋，一楼居民可免费领取；
5. 联系电话：656**793。

Notice

Words for reference:

台风 typhoon

沙袋 sandbag

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试卷代号 A

高等学校英语应用能力考试 (A 级)

PRACTICAL ENGLISH TEST FOR COLLEGES



试题册 (GZIS)

注意事项

- 一、将校名、姓名、学校代号、准考证号和试卷代号填写在答题卡上。
- 二、所有答案均应填写在答题卡上，写在试题册上的答案一律无效。翻译和作文写在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题；主观题使用黑色字迹签字笔填写，不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、选择题每题只能选一个答案，多选作答按错误处理。选定答案后，在相应字母的中间画一条横线，画线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时，把试题册、答题卡放在桌面上。监考人员收卷后考生才可离开考场。

2016 年 12 月 A 级考试真题试卷

Part I

Listening Comprehension

(20 minutes)

Directions: This part is to test your listening ability. It consists of 4 sections.

Section A

Directions: This section is to test your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken **only once**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

Example: You will hear:

You will read: A) New York City.

B) An evening party.

C) An air trip.

D) The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, **C) An air trip** is the correct answer. You should mark C) on the Answer Sheet with a single line through the center.

[A] [B] [C] [D]

Now the test will begin.

- | | |
|---------------------------------------|----------------------------------|
| 1. A) The brand image. | B) The marketing strategy. |
| C) The sales plan. | D) The company culture. |
| 2. A) Telephone bills. | B) Online shopping. |
| C) Telephone banking. | D) Credit cards. |
| 3. A) On the third floor. | B) On the fifth floor. |
| C) On the sixth floor. | D) On the eighth floor. |
| 4. A) She doesn't like the new house. | B) She can't help the man. |
| C) She will go to the concert. | D) She will be away on business. |
| 5. A) Write a report. | B) Book a flight. |
| C) Attend a meeting. | D) Meet an engineer. |

Section B

Directions: *This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center. Now listen to the conversations.*

Conversation 1

- | | |
|----------------------------|-------------------------------|
| 6. A) Selling sports cars. | B) Working in a news agency. |
| C) Doing logistics. | D) Writing computer programs. |
| 7. A) Interesting. | B) Challenging. |
| C) Tiring. | D) Rewarding. |
| 8. A) A fashion designer. | B) A bank clerk. |
| C) A TV host. | D) A sales manager. |

Conversation 2

- | | |
|--|--------------------------|
| 9. A) His water bill. | B) His gas bill. |
| C) His phone bill. | D) His electricity bill. |
| 10. A) He has already paid the bill. | |
| C) He has been away for two weeks. | |
| B) He has moved to a new house. | |
| D) He has been abroad for the whole month. | |

Section C

Directions: *In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read **two times**. You are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. Now the passage will begin.*

Good afternoon passengers. This is the pre-boarding announcement for flight 89B to Moscow. we are now 11 those passengers with small children, and any passengers requiring special assistance, to begin boarding at this time. please have your 12 and identification ready. Regular boarding will begin in approximately ten minutes time. Thank you.

This is the final boarding call for passengers Eric and fred Collins booked on flight 89B to Moscow, Please proceed to 13 immediately. The final checks are being 14 and the

captain will order for the doors of the aircraft to close in approximately five minutes time. I 15. This is the final boarding call for Eric and fred Collins. Thank you.

Section D

Directions: *This section is to test your ability to comprehend short passages. You will hear a recorded passage. After that you will hear five questions. Both the passage and the questions will be read **two times**. When you hear a question, you should complete the answer to it with a word or a short phrase (**in no more than 3 words**). The questions and incomplete answer are printed in your test paper. You should write your answers on the Answer Sheet correspondingly. Now listen to the passage.*

16. What is the purpose of the party?
To _____ to Mr. Smith.
17. What new position is Mr. Smith going to take?
The _____ of New York's branch.
18. How long has Mr. Smith been working in the present office?
For _____.
19. What has impressed the speaker and his colleagues most?
Mr. Smith _____ and kindness.
20. What does the speaker say at the end of the speech?
he hopes to _____ with Mr. Smith regularly.

Part II

Structure

(10 minutes)

Directions: *This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.*

Section A

Directions: *In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

21. Do you think the new engineer can help me _____ my operating skills.
- | | |
|-------------|-----------------|
| A) improves | B) improved |
| C) improve | D) has improved |

22. This store doesn't sell furniture, but the one across the street _____.
 A) is B) will be
 C) do D) does
23. Do you have any idea about how many companies _____ in this office building.
 A) there are B) are there
 C) there is D) is there
24. The presentation of your product is so important _____ it often determines whether a customer buys from you.
 A) than B) that
 C) unless D) if
25. If I _____ they were on sale online, I wouldn't have bought the traveling bags in this store.
 A) know B) knew
 C) had known D) have known
26. You need to consider either a paid or volunteer bridge job while _____ full-time work.
 A) to seek B) sought
 C) seek D) seeking
27. My boss refused to give me a pay rise, no matter _____ hard I worked.
 A) how B) where
 C) what D) when
28. Since the beginning of 2013, these regulations _____ in most workplaces across the country.
 A) will be introduced B) are introduced
 C) have been introduced D) were introduced
29. The government believes that local people will welcome the decision, _____ will bring more job opportunities to the city.
 A) that B) where
 C) what D) which
30. You are likely _____ the job offer as you have some work experience in this business.
 A) getting B) to get
 C) get D) got

Section B

Directions: *There are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.*

31. A (detail) _____ list of all patients was kept by the nursing staff in the hospital.
32. Our clients (surprise) _____ by the level of support we can offer in such an efficient way.
33. Their hard work was beginning to pay off, and they believed that the future would be (amazing) _____ bright.
34. The (announce) _____ of the decision has sent the company's shares going up as much as 10 percent.
35. Buying insurance through your business can be (cheap) _____ than buying an individual policy for yourself.

Part III

Reading Comprehension

(40 minutes)

Directions: *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

Task 1

Directions: *After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*

The holidays are the most wasteful time of the year. The amount of waste produced increases by more than 25% from Thanksgiving to New Year's Day. Waste from shopping bags alone amounts to four million tons in the U.S. and 28 billion pounds of food is wasted annually. That's about 100 pounds per person. Now for the good news. You can **simplify the holidays**, do something about the amount of waste. Most issues surrounding food safety and food waste involve leftovers (剩饭). Plan ahead for the number of people you will be feeding, including a day or two of leftovers, but don't try to keep food too long. Preparing the right amount of food this time of year.

Plan thoughtfully when giving gifts. Waste-free gifts of time and talent are appreciated. Tickets to concerts, the zoo, movies or sporting events make fun gifts and don't come with any waste.

Wrapping paper can be recycled as long as it isn't the metal variety. Better yet, reduce waste by wrapping gifts in shopping bags or other reusable items, to save the wrapping part of the package.

36. What is said about holidays according to the passage?
- A) 28 billion pounds of food is wasted.
 - B) They are the busiest time of the year.
 - C) They are the most wasteful time of the year.
 - D) 4 million tons of shopping bags are consumed.
37. What does the writer mean by saying "simplify the holidays" (Para. 1)?
- A) Spending the holidays in a simple way.
 - B) Preparing enough food for the holidays.
 - C) Making the holidays as comfortable as possible.
 - D) Saving as much money as possible for the holidays.
38. According to the passage, leftovers are most likely to cause issues of_____.
- A) food price
 - B) food delivery
 - C) food safety and waste
 - D) food quality and cooking
39. According to the last paragraph, you are advised_____.
- A) not to use shopping bags for gifts
 - B) to use reusable items to wrap gifts
 - C) not to use anything made of plastics
 - D) to use packaging boxes made of wood
40. The passage is mainly about_____.
- A) when to buy Thanksgiving gifts
 - B) how to reduce wastes in holidays
 - C) how to spend New Year's Day
 - D) when to handle leftover food

Task 2

Directions: This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.

In a Presidents Club, you could actually get some work done at the airport if you wanted to. Check your voice mail, write a report, hold meeting, or take some time to relax between flights. Whether your objective is to get some work done or simply escape the crowds in the airport, our

experienced Presidents Club staff will ensure that your needs are met from the moment you enter any of our 26 Clubrooms. From the Presidents Club, our agents can even check you in for your flight and confirm your seat signment. You can also visit our 40 lounges worldwide, including all domestic Northwest World Clubs locations.

Our Presidents Club lounges are newer and better than ever, which means there has never been a better time, or better reason, to join.

Whether you travel alone or with others, the unique atmosphere of the Presidents Club is the perfect place to enjoy a little privacy, get work done, or simply relax. As a Presidents Club member, you may entertain two friends or business associates, or your immediate family, anytime you visit a Presidents Club.

To make the Presidents Club even more comfortable, we recently updated many of our Clubrooms. Our clubrooms' features include:

A variety of complimentary (免费享用的) wine and beer selections

Bar areas designed with unique local themes (主题)

Complimentary soft drinks, juice, coffee, and light snacks

Television viewing areas where you and your family can watch the latest movies or shows.

41. In the Clubrooms, the members of the Presidents Club can_____.

- A) hold a party
- B) deliver a lecture
- C) give a performance
- D) have some work done

42. According to the first paragraph, the Club staff can_____.

- A) help club members confirm seats on flights
- B) drive club members to the airport
- C) book a hotel room for club members
- D) tell club members how to use the clubrooms

43. The writer believes now is the best time to join the club because_____.

- A) the staff members are all young
- B) the members can enjoy mre benefits
- C) the membership fees are lower than ever before
- D) the lounges are newer and better than ever before

44. According to the passage, in the Clubrooms you can_____.

- A) enjoy free wine, beer and soft drinks
- B) make long-distance calls free of charge
- C) get discount coupons for shopping
- D) meet with local artists

45. What is the passage mainly about?

- A) The obligations of the Presidents Club members.

- B) The process of joining the Presidents Club.
- C) The benefits for the Presidents Club members.
- D) The facilities in the Presidents Clubrooms.

Task 3

Directions: Read the following passage. After reading it, you are required to complete the outline below it (No.46 to No.50). You should write your answer briefly (**in no more than three words**) on the Answer Sheet correspondingly.

Speed Fix Tool

Why not try our Speed Fix Tool? It will show you any errors that are slowing your system down, and once they’re fixed you may be surprised at just how fast your computer really can be. That’s why more and more people are using Speed Fix Tool instead of spending \$150 per hour for PC repair or \$1, 000 for a new computer.

Right now you can download the diagnostic (诊断的) tool for free by clicking [here](#). If you like what you see, you’ll have the choice to upgrade to the top version—which at \$29.97 is a bargain compared to the alternatives.

You should keep the software installed and run a click-through about every 30 days to maintain top performance. Many users don’t realize how much faster their machine could be until after they run the repair tool.

Click [here](#) to download Speed Fix Tool while it’s still offering the free analysis—the promotion ends on March 27, 2016, so get it while you still can.

Speed Fix Tool
a diagnostic tool

Use: find and fix the errors that are slowing down 46

Downloading cost: for 47

Cost of upgrading to the top version: 48

Maintaining top performance: Running a click-through about 49 days

Promotion period: up to 50

Task 4

Directions: The following is a list of terms related to accounting. After reading it, you are required to find the items equivalent to those given in Chinese in the table below. Then you should mark the corresponding letters with a single letter through the center in order of the numbered blanks, 51 through 55, on the Answer Sheet.

- A accounting system
- B..... financial forecast

- Cbalance sheet
- Drental income
- Ecash discount
- Freturn of investment
- Gsales journal
- Hoperating activities
- Iinvesting activities
- Jfixed assets
- Knet profit
- Lbad debts
- Mcapital stock
- Nturnover tax
- Ocash flow
- Pinternal control structure
- Qgross profit

Examples: (C)资产负债表 (M)股本

51. ()毛利润	()会计系统
52. ()租金收入	()坏账
53. ()投资回报	()现金流转
54. ()财务预测	()销售日志
55. ()营业税	()经营活动

Task 5

Directions: Read the following passage. After reading it, you should give brief answers to the 5 questions (No.56 to No.60) that follows. The answers (**in no more than 3 words**) should be written after the corresponding numbers on the Answer Sheet.

Important Notice!

Please be advised: the annual testing of the building’s fire and life safety system will be conducted on Wednesday, December 7, 2016 between 8:00 a.m. — 5:00 p.m.

Each floor will be tested to be certain that the fire and life safety system is working properly. Prior to testing, an announcement will be made, notifying (通知) you that testing will start.

The test will consist of flashing lights and an alarm with voice alert instructions. The alarm will be LOUD and is for testing purpose only.

Please be aware the fire doors on each floor’s elevator lobby may be closed. Please plan accordingly. If the fire doors in the elevator lobby are closed, please open them to gain access to the elevator.

We appreciate your patience and will conduct the testing as quickly as possible. If you have

any questions, please contact the Management Team at 703-549-9400.
Thank you for your cooperation!

56. When will the annual testing be conducted?
On Wednesday, _____, 2016 between 8:00 am to 5:00 pm.

57. Why will the system on each floor be tested?
To make sure the fire and life safety system is _____.

58. How will people be notified that testing will begin?
Through _____ before testing.

59. What should you do if the fire doors in the elevator lobby are closed?
Open the fire doors to _____ the elevator.

60. What would you do if you have any questions?
Contact _____ at 703-549-9400.

Part IV Translation -- English into Chinese (25 minutes)

Directions: This part, numbered 61 through 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.

61. Thousands of reports and maps have been scanned in and used to make our GPS devices as accurate as possible.
A) 我们用 GPS 设备制作了成千上万份报告和地图，用来预测未来的天气趋势。
B) 为使我们的 GPS 设备尽可能准确，成千上万份报告和地图已扫描并使用了。
C) 需要扫描输入千万份报告和地图，才能精确地使用我们的 GPS 设备来定位。

62. Police can use big data to determine where they are expected to be most needed and where crimes are most likely to occur.
A) 警察能够使用大量资料来决定他们需要到哪里去，并且在哪里可能发声罪案。
B) 警方可利用大数据来确定哪里最期望他们出现，哪里最有可能发生犯罪行为。
C) 警察发现了罪犯的活动并已经赶到了现场，及时制止了一场可能发生的罪行。

63. We have established an online communication system with dealers in order to serve our customers in the best way we can.

- A) 为了能更好地与经销商联系，我们与他们建立了一个完整的网络系统。
B) 为了吸引更多的新客户，我们与所有的客户都有较为完善的联系渠道。
C) 为了能够给顾客提供最佳服务，我们已与经销商建立了网络通信系统。

64. If you are not fully satisfied with the purchase you have made, we can help you with a replacement, return or repair.

- A) 如果你对所购商品不完全满意，我们可以帮你更换、退货或修理。
B) 如果你对我们的商品不满意，我们可以为你修理直到你满意为止。
C) 如果你想购买到完全满意的商品，我们可以提供全方位推介服务。

65. One of the biggest disadvantages of home employment is that, unlike working in an office, all of the distractions can make it difficult to concentrate on the work at hand. When family members are at home, the distractions can make working difficult.

While you may choose to work at home over working in an office to save money on childcare costs, you may find that working while taking care of the children is difficult, if not impossible.

Part V Writing (25 minutes)

Directions: This part is to test your ability to do practical writing. You are required to write a letter according to the following information given in Chinese. Remember to do the task on the Translation/Composition Sheet.

说明：假定你是某公司人力资源部经理，给 Smith 先生写一封录用函。

内容如下：

1. 通知对方已被本公司录用，岗位为销售部经理助理。并告知报到日期（自拟）；
2. 起始月薪为人民币 4000 元；公司年底根据本人工作业绩发放年终奖；
3. 每年有带薪假 20 天，休假时间应提前一个月提出申请；
4. 欢迎对方成为公司的一员，并请对方及时回复。
5. 若有任何问题，请及时联系，联系电话 1370****123

请注意书信格式。

Words for Reference:

销售部经理助理 Assistant to Sales manager

起始月薪 Starting monthly salary

年终奖 year-end bonus

带薪假 paid holiday

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试卷代号 A

高等学校英语应用能力考试 (A 级)

PRACTICAL ENGLISH TEST FOR COLLEGES



试题册 (GZIS)

注意事项

- 一、将校名、姓名、学校代号、准考证号和试卷代号填写在答题卡上。
- 二、所有答案均应填写在答题卡上，写在试题册上的答案一律无效。翻译和作文写在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题；主观题使用黑色字迹签字笔填写，不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、选择题每题只能选一个答案，多选作答按错误处理。选定答案后，在相应字母的中间画一条横线，画线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时，把试题册、答题卡放在桌面上。监考人员收卷后考生才可离开考场。

2016 年 6 月 A 级考试真题试卷

Part I

Listening Comprehension

(20 minutes)

Directions: This part is to test your listening ability. It consists of 4 sections.

Section A

Directions: This section is to test your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken only once. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter in the Answer Sheet with a single line through the center.

Example: You will hear:

You will read: A) New York City

B) An evening party.

C) An air trip.

D) The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, **C) An air trip** is the correct answer. You should mark C) on the Answer Sheet with a Single line through the center.

[A][B][C][D]

Now the test will begin.

- | | |
|--|-----------------------------|
| 1. A) Go to school. | B) Prepare a party. |
| C) Make a speech. | D) Arrange a meeting. |
| 2. A) Going to work by bus. | B) Buying a new car. |
| C) Looking for a new job. | D) Living near the company. |
| 3. A) Visit her office. | B) Repair her computer. |
| C) Lend her a bicycle. | D) Check her report. |
| 4. A) The man is going to work in the IT company | |
| B) The woman has no idea about the IT company, | |
| C) The woman wants to work in the man's company | |
| D) The company is among the top ones in the IT industry. | |

5. A) To apply for a job. B) To ask for a sick leave.
C) To make an appointment D) To place an order.

Section B

Directions: *This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken two times. When you hear a question, you should decide on the correct answer from the 4 choices marked A), C), B) and D) given in your test paper. Then you should mark the corresponding letter in the Answer Sheet with a single line through the center. Now listen to the Conversations.*

Conversation 1

6. A) She has got a job offer. B) She has got a promotion.
C) Her company has launched a new product. D) Her company has received a big order.
7. A) Buying a birthday gift. B) Watching a movie together.
C) Giving a birthday party. D) Having dinner together.

Conversation 2

8. A) When the Great Wall was built. B) How he can get to the Great Wall.
C) Which tour group he should join. D) How far away the Great Wall is.
9. A) It is quicker. B) It is more comfortable.
C) It is cheaper. D) It is less crowded.
10. A) Bus No.18. B) Bus No.80.
C) Bus No. 89. D) Bus No.98.

Section C

Directions: *In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read **two times**. You are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. Now the passage will Begin.*

How great it is to see so many of you come and join us in celebrating the 15th anniversary of our Travel magazine. From the bottom of 11, we thank you for being here. A little more than fifteen years ago, we were sitting at our regular jobs, 12 how we saw our future, when we came up with the idea of joining our two hobbies, traveling and writing. We never imagined that

our tiny dream would 13 so soon. There were many special people who joined us and made it 14 to create the name that we have today. To all those people and those who joined us in our journey, I should say thank you again. 15 your efforts, we would never have been here.

Section D

Directions: *This section is to test your ability to comprehend short passages. You will hear a recorded passage. After that you will hear five questions. Both the passage and the questions will be read two times. When you hear a question, you should complete the answer to it with a word or a short phrase (in no more than 3 words). The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet accordingly. Now listen to the passage.*

16. What is the purpose of the video library?
To help people improve their _____ abilities.
17. What problem may people have when using the library for the first time?
They may have difficulty understanding _____.
18. What are people advised to do when listening to the video?
Write down the _____ they hear and understand.
19. What should people do in listening to each conversation?
Try to notice the _____.
20. How can people start watching their first video?
All they need to do is to click on the link of _____.

Part II

Structure

(10 minutes)

Directions: *This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.*

Section A

Directions: *In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

21. After they _____ the first super computer in the 1940s, scientists and engineers began to develop ways to create networks.
A) create B) created

C) have created

D) has created

22. Harvey finished_____his research paper, but he needed to check it before submitting it to the professor.

A) to type

B) typed

C) typing

D) type

23. We will inform you of the result_____the program is approved by the board.

A) in order that

B) as if

C) even though

D) as soon as

24. Having your smartphone or computer_____may cause a lot of trouble to you.

A) damaged

B) damage

C) damaging

D) to damage

25. Anyone___works in the retail business needs to be good at calculating and communicating.

A) which

B) whom

C) who

D) what

26. Only by adopting more creative approaches_____to overcome present-day challenges.

A) we can hope

B) can we hope

C) hope we can

D) can hope we

27. Some small business have neither the time_____the resources to compete with these big business.

A) or

B) nor

C) and

D) nut

28. This website may contain links to other websites_____privacy practices may be different from ours.

A) that

B) which

C) who

D) whose

29. The company_____its sales by an average of 10% per year since its establishment in 1993.

A) increases

B) increased

C) is increasing

D) has increased

30. The flight scheduled_____at 9 a.m.was delayed four hours due to the bad weather.

A) to take off

B) take off

C) taking off

D) to be taken off

Section B

Directions: *There are 5 incomplete statements here.You should fill in each blank with the proper form of the word given in brackets.Write the word or words in the corresponding space on the Answer Sheet.*

31. Effective feedback is well timed so that the employee can (easy) _____connect the feedback with his actions.

32. Today, as natural resources become scarcer and manufacturing costs rise, recycling is (important) _____than ever.

33. With the work (do) _____, these scientists began to plan another research project.

34. For social robots to work successfully, they have to (accept) _____by humans

35. The company has taken several steps to speed up the (move) _____of goods from the seller to the customer.

Part III

Reading Comprehension

(40 minutes)

Directions: *This part is to test your reading ability.There are 5 tasks for you to fulfill.You should read the reading materials carefully and do the tasks as you are instructed.*

Task 1

Directions: *After reading the following passage.you will find 5 questions or unfinished statements, numbered 36 to 40.For each question or statement there are 1 choices marked A), B), C) and D).You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*

Technology companies usually focus their employee benefits around making people stay in the office longer:ping-pong tables, game rooms, on-site training rooms, some even offer laundry services.We, ABC Company, don't do any of these.

Instead, we focus on benefits that get people out of the office as much as possible.We designed our benefits system to reflect that.Here are some of the benefits we offer to get people away from the computer:

Vacations: For the last three years in a row, we've worked with a professional travel agent to prepare different travel packages that employees could pick from as a holiday gift.Everything is paid for and included.Specific, pre-arranged trips-whether for a family to go to Disneyland or a couple to tour Spain-have helped make sure people actually take their vacation.

4-day Summer Weeks:From May through October, everyone who's been with the company

for more than a year gets to work just four days in a week. This started out as “Friday’s off”, but roles like customer support and operations need to cover all hours.

To come up with the best ideas, you need a fresh mind. These travel and time-off benefits help everyone stay sharp.

36. The usual focus of employee benefits offered by technology companies is to_____.

- A) keep employees to stay longer in the office
- B) encourage employees to work overtime
- C) help employees to participate in exercise
- D) ensure employees to work energetically

37. The purpose of the benefits system of ABC Company is to_____.

- A) encourage its employees to work overtime
- B) get its employees out of the office
- C) develop its unique marketing strategies
- D) increase its overseas market share

38. ABC Company pays for everything in the travel packages in order to_____.

- A) make sure its employees take their vacations
- B) build up business relations with a travel agent
- C) encourage its employees to travel on business
- D) help the development of tourism in the area

39. Who can enjoy the 4-day Summer Weeks in the company?

- A) Employees of 18 years old and above.
- B) Customer support employees
- C) The newly-employed staff
- D) Employees working over a year

40. By saying “stay sharp” in the last paragraph, the writer means “be_____”.

- A) more careful
- B) open-minded
- C) quick-minded
- D) healthier

Task 2

Direction : This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.

If your purchase is not as described or is of low quality, you can return the item to the seller and get a full refund.

Conditions for Submitting Refund Requests

1. All products claimed to be not as described must match the items sold by the seller.
2. Refund requests should be submitted during the protection period.
3. Buyers should provide enough evidence to prove that the products received are not as good as described.
4. If you submit a refund request before the order is completed and then mark that order as complete-you cannot submit another refund request for another 15 days, even it has a Longer Protection guarantee. If, however, the reason for your refund request is “I didn’t receive anything” and the result is “payment released to the seller”, you still can submit refund request within the 15 days if the product is not as described.

Return Shipping Fee

1. If the seller accepts returns, and the buyer also wants to return their purchase, simply follow the seller’s sets of Returns on who will pay the return shipping fee.
2. If the seller will pay the fee, communicate with the seller in advance about the payment method and the logistic service.
3. If a seller sets no return necessary or a buyer wants to keep the product, simply agree on the refund amount directly and ignore the return shipping fee.

41. According to the Conditions given in the passage, the buyer’s refund request must be made_____.

- A) during one year of purchase
- B) before the payment is made
- C) before the order is completed
- D) during the protection period

42. To make a refund request, the buyer should_____.

- A) prove the product is not as good as described
- B) tell the seller about refund request in advance
- C) deliver the purchase package to the store
- D) send the product to the seller in good condition

43. According to the section of Return Shipping Fee, the buyer and the seller can communicate with each other about_____.

- A) the payment method
- B) the insurance cost
- C) the discount rate
- D) the product quality

44. If a buyer wants to keep the return product, he/she simply_____.

- A) pays part of the shipping fee
- B) ignores the return shipping fee

- C) agrees on a reduced return amount
- D) pays the logistics service

45. The passage is mainly about_____.
- A) the quality control management
 - B) the importance of customers services
 - C) the return policy of a purchase
 - D) the different payment methods

Task 3

Directions:*The following is a passage about Washington’s National Park Fund.After reading it, you are required to complete the outline below it (No.46 to NO.50). You should write your answers briefly (in no more than three words) on the Answer Sheet correspondingly.*

Washington’s National Park Fund was founded in 1993 by a group of enthusiastic parks people who wanted to establish support for our beautiful parks in partner supporting Mount Rainer, North Cascades, and Olympic National Parks;we are ensuring the presentation of national beauty, cultural heritage (遗产) , and continued enjoyment for all.Over the past six years, Washington’s National Park Fund has given back more than \$2 million to Mount Rainer, North Cascades, and Olympic National Parks.

How You Can Help

Purchase a National Park license plate;\$28 of each plate purchased comes back to parks (more than 137, 000 is generated by this program each year!)

Support the parks through your company’s matching gift program.Get a work crew from your company to the parks through you company together to volunteer, Provide in-kind goods (实物商品) from your company to the parks through Washington’s National Park Fund.

Volunteer your time at one of Mount Rainer, North Cascades, and Olympic National Parks (information can be found on each park’s website) .

Washington’s National Park Fund

Founded: 46

Founders:a group of passionate parks people

Organization Type:non-profit

Purpose:to support Mount Rainer, North Cascades, and 47

You can help by:

1) buying a National Park license plate with 48 dollars

2) supporting the parks by you company’s matching 49

3) being a 50 at one of those parks

Task 4

Directions: *The following is a list of terms used in the hotel industry.After reading it, you are required to find the items equivalent to those give in Chinese in the table below. Then you should mark the corresponding letters with a single letter through the center in order of the numbered blanks, 51 through 55, on the Answer Sheet.*

- Aon a day-to-day basis
- Btotal room revenue
- Chotel service information
- Dgroup rate
- Eself-check-in process
- Fwalk-in guest
- Gguest service directory
- Haverage room rates
- Iearly check-in guest
- Jintelligent hotels
- Khigh season
- Lno vacancies
- Mnight manager
- Npackage price
- Oresort hotels spas
- Pregistration card
- Qstar ratings

Examples: (B)客房总收入 (F)未预约的客人

51. ()温泉度假酒店	()按日计
52. ()团队价	()打包价
53. ()星级评价	()智能酒店
54. ()客满	()登记卡
55. ()客人服务指南	()旺季

Task 5

Directions: *Read the following passage.After reading it, you should give brief answers to the 5 questions (No.56 to No.60)that follow.The answers (in no more than 3 words) should be written after the corresponding numbers on the Answer Sheet.*

Corporate Receptionist Wanted

About the Job

HT Staffing is seeking a Corporate Receptionist in the West Lake Hills area.We are looking for

candidates that are friendly, sharp, polished, and comfortable, working in a very professional corporate environment.

Qualifications

- College diploma required
- At least 2 years of office or receptionist experience in a corporate environment
- Strong communication skills
- Able to work well in a team environment
- Self-starter who is capable of managing multiple projects and meeting deadlines
- Strong in Microsoft Office (Word, Excel, PowerPoint)

Responsibilities

- Answer and route all incoming calls
- Greet all visitors
- Provide excellent customer service
- Assist with outgoing parcels via FedEx, UPS, and needed
- Compose correspondence, memos, and documents
- Coordinate client events
- Schedule conference and meeting rooms

Prepare reports, as requested, using Excel and spreadsheet (电子表格) programs and all MS Office applications including PowerPoint.

Please submit your resume in a Word document in order to be considered.

56. What job position is advertised?

A _____.

57. What educational background is required of the applicant?

_____ Is required.

58. What work experience is required of the applicant?

At least two years' experience of _____ in a corporate environment.

59. What kind of writing will the applicant do if he/she is accepted?

Correspondence, _____.

60. In what format should the applicant submit his/her resume?

Submit it in a _____.

Part IV

Translation - English into Chinese

(25 minutes)

Directions: This part, numbered 61 to 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.

61. We are honored to be invited to the seminar on computer technology to be held in Beijing next month.

- A) 我们很高兴下月将参加在北京举行的计算及研讨会，相信会受益匪浅。
- B) 受邀参加下个月在北京举行的计算机技术研讨会，我们感到十分荣幸。
- C) 根据公司的要求，我们将于下月访问北京，并参观计算机技术研讨会。

62. If you are truly ambitious, you should be moving up every 2-3 years, either in the form of a promotion or a change of company.

- A) 如果你不断努力，我相信 2-3 年以后你一定能够找到一家心仪的大公司。
- B) 假如你真有理想，每 2-3 年该换一次工作，争取到一家大公司继续发展。
- C) 如果你真有抱负，每 2-3 年就该有进步，要么升职，要么就换一家公司。

63. Email application is closely related to the education level: the higher the education level, the more frequent the use of email.

- A) 普及电邮就要从提高受教育程度入手，提高高等教育普及率是关键一步。
- B) 电邮的使用与受教育程度密切相关，教育程度越高，电邮使用频率越高。
- C) 使用电邮与否是与学历高低相关联的，受过高等教育的人使用电邮越多。

64. Industrial robots are used for handling a variety of products for complex processes that are hard to realize by means of conventional machines.

- A) 工业机器人可用于处理各种产品的复杂加工，使用传统机器很难实现这些加工。
- B) 工业机器人会使用复杂的工艺制造大量产品，这些产品用传统机器则无法制造。
- C) 工业机器人具有各种各样的类型与功能，他们的优势是传统及其所无法比拟的。

65. Good morning, ladies and gentleman, I would like to welcome you to the annual meeting of our company. Mr. Smith will give a report on business developments in the first half of the year, and Dr. Black will then explain the sales for the second half of the year. Mr. Green will give us a report on the current situation in the home market that could have an impact on our business in the future. At the end of the meeting, we will be delighted to answer your questions. Now, let's welcome Mr. Smith.

Directions:*This part is to test your ability to do practical writing. You are required to write a Memo according to the following information given in Chinese. Remember to do the task on the Translation/Composition Sheet.*

- 说明：假定你是办公室秘书王海，请就下列内容拟一份公司内部通知。
1. 今年的新员工培育将于 7 月举行，为期两周；培训时间和地点，请新员工注意公司网站的通知；

2. 公司将于 8 月 1 日启用新的停车场，原来的停车卡将停止使用，免费更换新卡。请需要办理新卡的员工到办公司登记；

3. 8 月 10 日公司将召开联欢会，庆祝公司成立 15 周年。请全体员工出席。

Words for Reference:
停车场 parking lot 联欢会 get-together 周年 anniversary

<div>Memo</div> <div>To:All staff members</div> <div>From:Wang Hai, Office Secretary</div> <div>Date:June 19, 2016</div> <div>subject:Reminders</div> <div></div> <div></div> <div></div> <div></div>

试卷代号 A

高等学校英语应用能力考试 (A 级)
PRACTICAL ENGLISH TEST FOR COLLEGES



试题册
(GZIS)

注意事项

- 一、将校名、姓名、学校代号、准考证号和试卷代号填写在答题卡上。
- 二、所有答案均应填写在答题卡上，写在试题册上的答案一律无效。翻译和作文写在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题；主观题使用黑色字迹签字笔填写，不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、选择题每题只能选一个答案，多选作答按错误处理。选定答案后，在相应字母的中间画一条横线，画线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时，把试题册、答题卡放在桌面上。监考人员收卷后考生才可离开考场。

2015 年 12 月 A 级考试真题试卷

Part I Listening Comprehension (20 minutes)

Directions: This part is to test your listening ability. It consists of 4 sections.

Section A

Directions: This section is to test your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken only once. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter in the Answer Sheet with a single line through the center.

Example: You will hear:

- You will read: A) New York City
 B) An evening party.
 C) An air trip.
 D) The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, **C)** *An air trip* is the correct answer. You should mark C) on the Answer Sheet with a Single line through the center.

[A][B][C][D]

Now the test will begin.

- | | |
|---------------------------------|-------------------------------|
| 1. A) The price of the product. | B) The charge of the service. |
| C) The delivery of his order. | D) The packing of the goods. |
| 2. A) Giving a lecture. | B) Taking an interview. |
| C) Preparing a party. | D) Having an exam. |
| 3. A) Its food is delicious. | B) Its price is reasonable. |
| C) It is close to his office. | D) It provides good service. |
| 4. A) By sea. | B) By air. |
| C) By train. | D) By truck. |
| 5. A) Asking the way. | B) Renting a car. |
| C) Buying air tickets. | D) Booking hotel rooms. |

Section B

Direction: This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken two times. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center. Now listen to the conversations.

Conversation 1

6. A) Open a new shoe store. B) Participate
C) Invite the woman to his company D) Place an order with the woman
7. A) An advertising brochure B) A price list
C) An invitation letter D) A few samples

Conversation 2

8. A) At a hotel B) At the airport
C) In a restaurant D) In a bank
9. A) To buy a ticket B) To book a taxi
C) To place an order D) To make an appointment
10. A) By 7:00 B) By 8:00
C) By 9:00 D) By 10:00

Section C

Directions: In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read two times. You are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. Now the passage will begin.

An interviewer sometimes starts with an open-ended question like “Could you tell me something about yourself?” It is a way to break the ice and make you feel 11 during the interview. It is also a way for the interviewer to know more about your personality to help him or her to 12 if you are a good fit for the job.

It is not a good idea to talk too much about yourself because the interviewer doesn’t want to know everything about you. But on the other hand, telling 13 can make him or her wonder why you aren’t more open. So it’s a good idea to share some 14. These interests may not 15 you work.

Section D

Directions: This section is to test your ability to comprehend short passages. You will hear a recorded passage. After that you will hear five questions. Both the passage and the questions will be read two times. When you hear a question, you should complete the answer to it with a word or a short phrase (in no more than 3 words). The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet correspondingly. Now listen to the passage.

16. What does the speaker talk about first in his speech?
The speaker first gives _____ about his company.
17. What are the main products of the company?
Clothing, _____ and household products.
18. How long has the company been in business?
Over _____.
19. Where can people find job openings at Family Dollar?
On its _____.
20. How can people apply for the jobs?
They can make their application _____.

Part II

Structure

(10 minutes)

Directions: This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.

Section A

Directions: In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

21. _____ The investigation, the committee published the report on the cause of the accident.
A) Completed B) Completing
C) Having completed D) To have completed

22. The report shows that over half of the women are suffering _____ second-hand smoke at the workplace.

- A) in
C) on
- B) for
D) from

23. Our goal is to fulfill the needs of our clients, ____challenging they may be.

- A) however
C) wherever
- B) whenever
D) whatever

24. Only after the secretary saw the train disappear in sight_____the railway station.

- A) he leaves
C) he left
- B) has he left
D) did he leave

25. If they had worked harder, they_____their project ahead of time.

- A) will
C) have finished
- B) would have finished
D) had finished

26. The company has decided to sponsor the exhibition, _____helps to promote its image.

- A) that
C) what
- B) who
D) which

27. The newly appointed manager is said to be neither flexible_____ easy to get along with.

- A) or
C) nor
- B) and
D) but

28. _____salaries may not be high, working as a nursing assistant does have some other benefits.

- A) Unless
C) As
- B) While
D) Since

29. How we pack the products has a significant impact _____the cost of logistics.

- A) of
C) to
- B) on
D) with

30. _____ impressed me most about the school is how it was designed to support both the students and the community.

- A) What
C) This
- B) That
D) Which

Section B

Directions: There are 5 incomplete statements here. You should fill in each blank with the proper

form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.

31. For the sake of our long-term (cooperate) _____, we may consider reducing the price by 10 percent.

32. Here you will find some (value) _____resources to help you develop communication skills.

33. Driving has long been thought of as (efficient) _____than flying, but according to new research, that is no_____longer the case.

34. Quotations and samples will (send) _____to you as soon as we receive your specific inquiries.

35. After (receive) _____your loan from us, if you are not completely satisfied with your experience, _____please contact us.

Part III

Reading Comprehension

(40 minutes)

Directions: This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.

Task 1

Directions: After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. For each question or statement there are 1 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.

In giving a business presentation, many speakers think that if their idea is strong, their audience will get it readily. They feel discouraged when the audience is unable to understand their presentations. They happens a lot especially when technical experts are invited to make a product presentation to a group of users.

What can we do to make a business presentation easier to understand? In my view, good presentations have always been simple and visual. In an effective business presentation, the fewer the points, the better the message gets passed on. You focus on the depth of coverage instead of the width (广度) of coverage. Additionally, you make your ideas visual and relevant, so the message is understood better and remembered longer. Great business presenters relate their ideas and concepts to their audience by using simple, powerful diagrams instead of relying on text-based slides In fact,

drawing diagrams forces a presenter to make the idea clear even at the preparation stage. It is impossible to draw a diagram when you are not clear about an idea. When your idea is clear, It is easier to transfer it. Most audiences understand a diagram faster and remember it longer. This possibly explains why most of the memorable presentations have been visual in nature.

36. Many speakers believe that the stronger their idea, _____.
A) the more powerful their speech will be
B) the more meaningful their speech will be
C) the more easily the audience will understand it
D) the harder the audience will find it to follow
37. Why are you advised to give fewer points in your presentation?
A) To pass on the messages better.
B) To avoid wasting too much time.
C) To allow the audience to take notes.
D) To leave more time for questions.
38. The speaker can help the audience remember the message longer by _____.
A) displaying text-based slides
B) avoiding long technical terms
C) focusing on the width of coverage
D) using simple and powerful diagrams
39. The underlined word“transfer”in this passage most probably means“_____”.
A) create
B) pass on
C) take off
D) describe
40. This passage is mainly about _____.
A) how to make an effective business presentation
B) how to present strong ideas in a presentation
C) how to focus on the depth of coverage
D) how to prepare a powerful diagram

Task 2

Direction :This task is the same as Task 1.The 5 questions or unfinished statements are numbered 41 to 45.

Blue Jeans Company was established in October 2012 and operates as a partnership (合伙企

业) between Elena Horowitz and James Foster. In fact, it began in Elena’s basement when they sold jeans to friends. And now the company has grown to have its own online store, relationships with suppliers in Asia, and local factories. The company has had its revenues double every two months.

For our day-to-day operations, Blue Jeans Company has established several key relationships and we can easily expand our production when the demand for our goods increases.

We obtain the best organic cotton from two suppliers, one located in Turkey and the other in Japan, which means that their supplies are produced without the use of any chemicals. Once the shipment arrives in the US, it’ll be routed (发送) to our production and shopping partner in Los Angeles. We work closely with our partner to ensure quality through regular check. It is also where the products will ship out.

Our office is located on 2029 Century Park East where all staff work together, handling all online order processing and ensuring the purchase and delivery of the products run smoothly. It’s also where all requests for refunds are handled in addition to the future launch of the jean-recycling program.

41. Blue Jeans Company first started its business by _____.
A) selling its product to fiends
B) doing business in an online store
C) exporting jeans to Asian countries
D) supplying raw materials to local factories
42. “Organic cotton”in Line 1, Para.3, probably means “cotton_____”.
A) manufactured automatically
B) grown in local regions
C) produced without using chemicals
D) imported from foreign countries
43. To ensure product quality, the company _____.
A) uses man-made materials
B) observe strict regulations
C) checks its products regularly
D) often asks for clients’ opinions
44. The company’s products will ship out from _____.
A) New York
B) Los Angeles
C) Turkey
D) Japan
45. What will the company do in the future?

- A) Sell its products worldwide.
- B) Handle all its orders online.
- C) Establish a new office in New York
- D) Carry out a jean-recycling program

Task 3

Directions: The following is a passage about Washington’s National Park Fund. After reading it, you are required to complete the outline below it (No.46 to NO.50).You should write your answers briefly (in no more than three words) on the Answer Sheet correspondingly.

FineArtAmerica.com is an online market place designed to help you transform your digital images into a flourishing online business.

Simply open a free account, upload (上传) your images, set your prices for the available print sizes, and you’re in business...instantly.

You can immediately start selling fine art prints and greeting cards to a worldwide audience of art collectors.

Each month, more than 5 million visitors stop by FAA to browse and purchase artwork.

When one of these visitors purchases you prints or greeting cards, we take care of everything for you!

In order to help you generate sales, FAA advertises your artwork for you online, and we also provide you with powerful and unique marketing features.

In addition, FAA has an online community of 40, 000+ artists who participate in daily discussion, live chats, groups, contests, and much more. If you’re interested in networking with other artists, discussing art-related topics, and sharing business ideas...you’ve come to the right place.

FineArtAmerica.com

An online market place

Goal: help you transform your digital images into a flourishing online business

Steps to start your business: 1): open 46 ;

2) upload your images;

3) set 47 ;

4) sell your fine art prints and 48 .

Numbers of visitors: over 49 monthly

Ways to generate sales: 1) advertise your artwork

2) provide powerful and unique 50

Additional feature: an online community with 40, 000+ artists

Task 4

Directions: The following is a list of terms used in the hotel industry. After reading it, you are required to find the items equivalent to those give in Chinese in the table below. Then you should mark the corresponding letters with a single letter through the center in order of the numbered blanks, 51 through 55, on the Answer Sheet.

- ABear market
- BBull market
- CClosing price
- DOpening price
- EPrimary market
- FSecondary market
- GIndividual investor
- HAnnual report
- ICash flow
- JEarnings per share
- KPrice per share
- LMarket value
- MVolume of trading
- NOrdinary share
- OComposite Index
- PAccount balance
- QAnnual return

Examples: (O)综合指数 (E)一级市场

51. ()每股股价	()年回报
52. ()开盘价	()熊市
53. ()二级市场	()交易量
54. ()资金流	()普通股
55. ()每股收益	()市场价值

Task 5

Directions: Read the following passage. After reading it, you should give brief answers to the 5 questions (No.56 No.60) that follow. The answers (in no more than 3 words) should be written after the corresponding numbers on the Answer Sheet.

Are you searching the Internet to find the best place to book a room for your family vacation? Here are some of our trips for you.

Getting Started

Years ago searching for a hotel required a lot of phone calls to hotel chains. Today, there's no shortage of quality online hotel booking websites. Just locate your favorite online hotel booking site, enter your travel destination, the date of your trip, and the number of hotel guests.

Narrowing the Hotel Search

So now what? You've found a list of hotel rooms online ordered by hotel star rating (等级), guest scores, or price. What's most important to you? If it's price, sort the list by lowest price first. If it's the star rating of the hotel, then click to sort by rating.

Read Guest Scores and Reviews

Always read the guest scores. Keep in mind that hotels with a high number of highly rated guest scores and written guest reviews will increase your confidence that you'll have a good experience at that hotel. Always consider the guest scores when you book a room online in a hotel. Your experience is likely to be similar.

56. What did people have to do search for a hotel in the past?

They had to make a lot of _____.

57. What should people do after they have found their favorite hotel booking site?

Simply enter their_____, the date of their trip and number of guest.

58. How are hotel rooms order in a list online?

They are ordered by star rating, _____, or price.

59. What should people do if they think the star rating is most important?

They just sort by _____.

60. Why should people take the guest scores into consideration?

Because their experience is likely to be_____.

Part IV Translation - English into Chinese (25 minutes)

Directions: This part, numbered 61 to 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.

61. It has been found that some people devote themselves so fully to their business success that they develop unhealthy eating habits.

- A) 人们发现有些人的事业之所以能成功，是与他们的生活习惯密不可分的。
- B) 人们发现有些人只注重自己事业的发展，而忽略了健康饮食习惯的养成。

C) 人们发现有些人全身心倾注于事业的成功，以至于养成不健康的饮食习惯。

62. It's not how much data you collect, but the value of the data collected that will help you run your business.

- A) 收集数据的手段并不重要，重要的是你收集的数据是否对企业有实际
- B) 不是你收集数据的数量，而是所收集数据的价值，才有助于你企业的运营。
- C) 你所收集的数据还不多，维持企业的正常运行需要收集更多有意义的数据。

63. Failure to arrive on time for the appointment may result in the test being canceled and loss of the test fees.

- A) 未能按约定时间到达费用将会，可能会导致考试被取消和考试费用损失。
- B) 由于没有按时到达考场，考试就会被取消，考试费用将会退还。
- C) 尽管报名参加考试，但未支付考试费，所以不能参加考试。

64. This manual contains operating procedures of the most frequently used basic functions, allowing the machine to immediately be used.

- A) 本手册包括最常用的基本功能的操作程序，可让你立即使用本机。
- B) 本手册主要教你学会一些基本的操作要领，以便你独立操作机器。
- C) 本手册告诉你操作程序的一些最基本要领，这样机器就能启动了。

65. We invite you to submit a paper to the 19th World Conference on Business Management. It will take place in Paris, France, on June 29th to July 2nd, 2016. The deadline for submission is on January 21st, 2016. The conference focuses on small business management, which is closely related to your research area. If you need more time, please let us know about a suitable time for you and I will inform you if it is feasible for us.

Part V Writing (25 minutes)

Directions: This part is to test your ability to do practical writing. You are required to write a letter according to the following information given in Chinese. Remember to do the task on the Translation/Composition Sheet.

说明：以 ABC 公司市场部经理的名义用英语写一封邀请函。

内容如下：

1. 定于 2015 年 12 月 18 日在东方宾馆举行产品发布会；
2. 发布会上将展示本公司的新产品，并邀请有关专家做相关报告；
3. 会后将举行业务洽谈
4. 感谢对方多年的合作，并邀请有关专家做相关报告；
5. 请在 11 月底前回函确认。

Word for reference

产品发布会：New product Release

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试卷代号 A

高等学校英语应用能力考试 (A 级)

PRACTICAL ENGLISH TEST FOR COLLEGES



试题册 (GZIS)

注意事项

- 一、将校名、姓名、学校代号、准考证号和试卷代号填写在答题卡上。
- 二、所有答案均应填写在答题卡上，写在试题册上的答案一律无效。翻译和作文写在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题；主观题使用黑色字迹签字笔填写，不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、选择题每题只能选一个答案，多选作答按错误处理。选定答案后，在相应字母的中间画一条横线，画线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时，把试题册、答题卡放在桌面上。监考人员收卷后考生才可离开考场。

2015 年 6 月 A 级考试真题试卷

Part I

Listening Comprehension

(20 minutes)

Directions: This part is to test your listening ability. It consists of 4 sections.

Section A

Directions: This section is to test your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken only once. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given on your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

Example: You will hear:

You will read: A) New York City.

B) An evening party.

C) An air trip.

D) The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, C) **An air trip** is the correct answer. You should mark C) on the Answer Sheet with a single line through the center.

[A][B][C][D]

Now the test will begin

- | | |
|--------------------------------------|---|
| 1. A) Buy a less expensive car. | B) Mark a price comparison. |
| C) Borrow money from the bank. | D) Wait until the price goes down. |
| 2. A) No job is suitable for her. | B) They can't offer any position. |
| C) She can't meet its requirements. | D) Her English is not good enough. |
| 3. A) A free gift. | B) A VIP card. |
| C) A free ticket. | D) A price discount. |
| 4. A) The machine works well. | C) The machine costs too much. |
| C) The woman is marking a complaint. | D) The woman wants to get her money back. |
| 5. A) To meet a friend. | B) To sell a product. |
| C) To discuss a sales plan. | D) To make an appointment. |

Section B

Directions: *This section is to test your ability to understand short conversations. There are 2 recorded conversations in it .After each conversation, there are some recorded questions. Both the conversations and questions will be spoken two times. Where you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D)given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single a single line through the center. Now listen to the conversations.*

Conversation 1

- | | |
|----------------------------------|--------------------------------|
| 6. A) Cashing a check. | B) Opening an account. |
| C) Saving some money. | D) Applying for a loan. |
| 7. A) Four notes of one hundred. | B) Eight notes of one hundred. |
| C) Ten notes of fifty. | D) Fifteen notes of twenty. |

Conversation 2

- | | |
|--|--|
| 8. A) To have more work experience. | B) To have a much higher salary. |
| C) To get a better chance for promotion. | D) To try something more challenging. |
| 9. A) From a magazine. | B) From a brochure |
| C) From a friend. | D) From a newspaper. |
| 10. A) He has related work experience. | B) His education background is good. |
| C) His English is beyond average. | D) His has a strong sense of responsibility. |

Section C

Directions: *In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read two times. You are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. Now the passage will begin.*

Before I go on vacation, I always plan my trip .For starters, I usually take a look at travel guide books or 11 and review possible destinations. Then, I check the costs involved in traveling to that particular place. If I'm going by plane, then I have to 12 on airfare for different airlines. If I'm traveling by train, then I have to 13 train passes or tickets. I also need to locate hotel accommodations. Fortunately, I don't mind 14 at a cheap hotel or a motel.

Finally, I try to plan money for meals and other sightseeing expenses. If I plan 15 I usually have a good time.

Section D

Directions: *This section is to test your ability to comprehend short passages.You will hear a recorded passage.After that you will hear five questions.Both the passage and the questions will be read two times.When you hear a question, you should complete the answer to it with a word or a short phrase(in no more than 3 words).The questions and incomplete answers are printed in your test paper.You should write your answers on the Answer Sheet correspondingly.Now listen to the passage.*

16. What will the speaker talk about first meeting?
The company's_____this year.
17. How are company's sales this year?
Very_____.
18. What does the speaker think of the sales people?
They have been working_____.
19. How much did last year's sales decrease ?
They went down by_____.
20. What did some people feel about the decisions made by the company?
They were_____with them at first.

Part II

Structure

(10 minutes)

Directions: *This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.*

Section A

Directions: *In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C)and D).Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

21. The general manager decided_____his visit to Britain because of the sudden accident.
- | | |
|-------------|------------------|
| A) delay | B) delaying |
| C) delaying | D) to be delayed |

22. Business car loans operate in much the same way_____a home loan does.
A) to B) like
C) as D) than
23. It seems that the suggestion_____at yesterday’s meeting doesn’t sound practical.
A) make B) made
C) to be made D) making
24. Home Business Magazine is the leading publication for those_____are interested in starting a home - based business.
A) which B) what
C) who D) whom
25. Not until that day_____the importance of good manners in a job interview.
A) I realized B) I have realized
C) did I realize D) will I realize
26. It was these small differences_____eventually led the company to be extremely
A) that B) where
C) those D) what
27. _____the sales team can work out a new promotion plan, it will be hard for the.
A) While B) As
C) Until D) Unless
28. When we receive the goods you return to us, you_____a full refund within 15 workdays.
A) Whether B) will get
C) have got D)are getting
29. _____you’re looking for your first job or planning to switch to a new career, searching for a job can be a big challenge.
A) Whether C) Which
C) Both D) Neither
30. The sales manager resigned last Monday after_____to take a pay cut by the company.
A) be asked B) being asked
C) was asked D) is asked

Section B

Directions: There are 5 incomplete statements here. You should fill in each blank with the proper

form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.

31. We have found that there’s not much (different) _____ between the two products.
32. If your budget is(limit)_____, they can tailor the overall service to meet your need.
33. I didn’t get much(impress)_____ of the place , because it was dark when drove through it.
34. You are asked to participate in the training program(immediate) _____ before the beginning of the vacation.
35. A young man who has’t got a high school diploma may have difficulty in (get)_____a good job.

Part III Reading Comprehension (40 minutes)

Directions: This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.

Task 1

Directions: After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. For each question or statement there are 4 choices marked A), B), C) and D). You should mark the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.

When you quit a job, you typically give two weeks’ notice. But at **KIND Healthy Snacks** they do things differently.

Founder and CEO Daniel Lubetzky asks employees, whom he calls “team members, ” for at least two months, and in some cases two years’ notice.

In return, Lubetzky focuses on their professional growth until the day they leave.

It may sound extreme, unrealistic even, to ask for two months’ notice - or two years’ notice from those who work with him directly - but his reasoning makes perfect sense.

“We call the KIND team a ‘family’, so major life transitions(转变) like changing jobs aren’t meant to be kept in secret until the last minute, ” Lubetzky tells Business Insider. “No one should be scared to talk about what’s next for them.” “I would rather a team member come to me months in advance, letting me know what will be happening in their life, ” he says, “whether it is a baby on the way, a relocation for personal reasons, or a plan to go back to school.”

Lubetzky doesn’t expect his employees to accept a job elsewhere and ask the new employer to

delay their start date by two months or two years. He simply wants anyone who is exploring new opportunities to be open about it.

36. How long in advance does Lubetzky ask his employees to give their job-quitting notice?
- A) Two weeks.
 - B) Once month.
 - C) At least two months.
 - D) More than two years.
37. For his employees, Lubetzky cares most about _____.
- A) their health conditions
 - B) their further education
 - C) their retirement pension
 - D) their professional growth
38. One of the reasons given by Lubetzky for his job-quitting notice is that _____.
- A) he treats his team as a “family”
 - B) he can save a larger amount of money
 - C) changing jobs is regarded as a life transition
 - D) the news of changing job should be kept in secret
39. What does the underlined phrase “a baby” on the way’s mean?
- A) A baby is going to be born.
 - B) A baby is growing healthily.
 - C) A baby is going to be adopted.
 - D) A new - born baby is coming home.
40. What is the actual purpose of Lubetzky’s requirement of job quitting?
- A) The employees should be loyal to the company.
 - B) The employees should be open about their leaving.
 - C) The employees may get enough time to search for a new job.
 - D) The employees may save enough money to support their family.

Task 2

Directions: This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.

Dear Mr. Li Dong,

I am pleased to confirm that you have a conditional offer of a place at the University of Luton.

You should arrive in time for Welcome Week, which begins on 16th September, 2015. Teaching begins on 30th September, 2015. However, the University will admit students up to two weeks after

this date.

You have been made a conditional offer. As soon as you have met the conditions set for you, please inform International Admissions in their first year of study at Luton can provide at least \$600 per month to support yourself. All students whose first language is not English are expected to obtain formal English proficiency certificates.

Please return the attached Reply Slip to us as soon as possible, indicating whether or not you wish to accept the conditional place offered to you. We look forward to hearing from you again soon. If you have any questions about your offer or your stay in the university, please do not hesitate to contact International Admissions.

41. Welcome Week of the University starts on _____.
- A) 16th September
 - B) 30th September
 - C) 7th October
 - D) 14th October
42. What should Li Dong do when he has met the conditions set for him?
- A) Prepare a copy of his resume.
 - B) Travel to the UK immediately.
 - C) Inform International Admissions.
 - D) Send a short notice to his sponsor.
43. International students can apply to stay for a year in the University of Luton if _____.
- A) they would like to find a part-time job on campus
 - B) they can borrow a loan from the university
 - C) they agree to share a flat with another student
 - D) they can have the money to support themselves
44. What is the requirement for students whose first language is not English?
- A) To pass the University’s entrance examination.
 - B) To have formal English proficiency certificates.
 - C) To go through a two - week English training course.
 - D) To provide a reference from their former teachers.
45. The purpose of the letter is to ask the applicant whether _____.
- A) he accepts the offer
 - B) he needs financial support
 - C) he wants help in applying for a Visa
 - D) he wishes to share a flat with others

Task 3

Directions: The following is a passage about the Job Finder program. After reading it, you are required to complete the outline below it (No.46 to No.50). You should write your answers briefly(in no more than three words) on the Answer Sheet correspondingly.

The Job Finder program was designed for teenagers and young adults. It provides opportunities for education and employment. It allows those who have limited access to adequate education and restricted income to advance and compete in the real world.

The Job Finder program requires applicants to be between 16 and 24 years old. Youths from limited-income families and disadvantaged home lives are eligible for admission. Their housing, health care and food will be covered with no required expenses from them or their families. Job Finder applicants must be U.S. citizens and demonstrate a need for financial and educational support. Enrollment begins by contacting (800)733 - JOBS.

The program offers safe working and living environments at various centers throughout the United States. Those enrolled may live in one of the centers or at home. Each Job Finder participant will receive real world job training and collect a living allowance when he displays satisfactory achievements. Participants also have the opportunity to obtain a high-school diploma or test for a driver’s license.

Job Finder Program

Purpose: Providing opportunities for education and employment

Application requirements:

- 1) aged from 16 to 24 years old
- 2) from limited-income families and 46 home lives
- 3) 47 citizens
- 4) need for financial and educational support

Benefits:

- 1) 48 working and living environments
- 2) real world 49 and a living allowance.
- 3) opportunity to obtain a high - school diploma or test for a 50

Task 4

Directions: This following is a list of terms related to the supply chain. After reading it, you are required to find the items equivalent to those given in Chinese in the table below. Then you should mark the corresponding letters with a single letters with a single letter through the center in order of the numbered blanks, 51 through 55, on the Answer Sheet.

- A Acquisition cost
- B..... Actual costs

- CArrival notice
- DBalance of trade
- EBill of lading number
- FBuyer behavior
- GCash conversion cycle
- HCertificate of origin
- IChain of customers
- JCredit level
- KCustomer relationship management
- LDuty free zone
- MElectronic commerce
- NFree trade zone
- OIndirect cost
- PMinimum weight
- QNet weight

Examples: (A)购置成本 (H)原产地证明

51. ()买方行为	()自由贸易区
52. ()净重	()顾客链
53. ()电子商务	()间接成本
54. ()贸易平衡	()顾客关系管理
55. ()免税区	()实际成本

Task 5

Directions: The following is an advertisement from an insurance company. After reading it, you should give brief answers to the 5 questions (No.56 to No.60)that follow. The answer(in no more than 3 words)should be written after the corresponding numbers on the Answer Sheet.

Not everyone thinks that life insurance is an important purchase to make for their family. That’s why we’ve created the B-Assured Life insurance that’s really quick and easy. If you’re the breadwinner(养家糊口的人),you won’t want to leave your loved ones with money struggles. So it makes sense to cover some of the costs of raising a family. With the B-Assured Life insurance you can apply online and be covered in minutes. It’s great value too, as you get tax relief on your premiums. So why not go online to WWW.barclayslifeinsurance.com and get a quote? From just a few pennies a day, you can help protect your family.

- * B - Assured is available for people aged between 18 and 55
- * A lump sum(一次付清) is paid out when the policy holder dies or is diagnosed with a

terminal illness

- * Tax relief on your premiums
- * A choice of cover levels - \$50, 000, \$100, 000, \$150, 000 and \$200, 000
- * Choose from 10 to 25 year terms
- * Easy to apply - get an online quote in minutes

56. What is the advantage of the B-assured Life insurance ?

It is really _____.

57. How can you apply for the B-Assured Life insurance?

By applying _____.

58. Who are qualified to apply for the B-Assured Life insurance?

People aged between _____.

59. How will the policy holder be paid when he is diagnosed with a terminal illness?

_____ will be paid out.

60. What benefit can you get with the B-Assured Life insurance?

You can get _____ on your premiums.

Part IV Translation - English into Chinese (25 minutes)

Directions: This part, numbered 61 to 65, is to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.

61. To confirm the reservation, please visit our office during business hours with a deposit of 75% of the total tour fare per person.

- A) 想要确保能够如期举行旅行，请在工作时间来我们办公室并交足旅游全款的 75%。
- B) 请在营业时间来办公室确认预定，并支付每人旅游费用总额的 75%作为押金。
- C) 为了证实你已经预定了座位，请向办公人员出示车票及所交 75%的押金收据。

62. The company has appointed more than one hundred agents in various important cities in over 50 countries throughout the world.

- A) 该公司已与 100 多家海外经销商合作，将产品推销到 50 多个国家。
- B) 在世界 50 多个国家的主要城市中有 100 多家企业承接该公司业务。

C) 该公司在全球 50 多个国家的许多重要城市指定了 100 多家代理商。

63. We ensure that there is an environment in which differences are respected and different solutions and ideas are welcome.

- A) 我们确保有这样的氛围：差异得到尊重，不同的解决方案和想法受到欢迎。
- B) 我们正在营造的环境是：差异尽管存在，欢迎提出解决问题的方案和主意。
- C) 我们要努力创造出一种状态：人人受到尊重，各个能提出不同的创新思想。

64. Once your application has been processed, the details of the benefits and services will be sent to you within 5 workdays.

- A) 当你的申请输入电脑后，福利和服务的详细情况将在 6 个工作日后送达你处。
- B) 假如你需要了解有关福利和服务的情况，请你提前 5 个工作日内发送给你。
- C) 你的申请一旦处理完毕，有关福利和服务的详情将在 5 个工作日内发送给你。

65. Today you can do nearly all your banking by using your smart phone. Many of the major banks allow you to pay bills or transfer funds with a smart phone. Experts say that about 70 % of Americans will use a mobile banking service in the near future. But some of them are worried about the safety of the mobile banking service. If you are to do banking frequently with your smart phone, you should get antivirus(防病毒) software and set a password on your phone.

Part V Writing (25 minutes)

Directions: This part is to test your ability to do practical writing. You are required to write an Email according to the following information given in Chinese. Remember to do the task on the Translation/Composition Sheet.

说明：假设你是公司总经理 Valter Smith 先生，给市场部经理 Ingo Johnson 先生写一封电子邮件，告诉对方以下内容：

1. 已经收到上半年公司的营销报告；
2. 近几个月来公司的产品销售量下降了 20% ,有些地方甚至达到了 50%。原因是.....(原因自拟)；
3. 下周一上午召开部分经理会议，要求市场部提出具体改进措施，提高产品的销售量。

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试卷代号 A

高等学校英语应用能力考试 (A 级)
PRACTICAL ENGLISH TEST FOR COLLEGES



试题册
(GZIS)

注意事项

- 一、将校名、姓名、学校代号、准考证号和试卷代号填写在答题卡上。
- 二、所有答案均应填写在答题卡上，写在试题册上的答案一律无效。翻译和作文写在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题；主观题使用黑色字迹签字笔填写，不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、选择题每题只能选一个答案，多选作答按错误处理。选定答案后，在相应字母的中间画一条横线，画线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时，把试题册、答题卡放在桌面上。监考人员收卷后考生才可离开考场。

2014 年 12 月 A 级考试真题试卷

Part I

Listening Comprehension

(15minutes)

Directions: *this part is to test your listening ability. It consists of 4 sections.*

Section A

Directions: *This section is to test your ability your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken only once, when you hear a question. You should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the answer sheet with a single line through the center.*

[A][B][C][D]

Now the test will begin.

- | | |
|--------------------------------------|-------------------------------------|
| 1. A) Production planning. | B) Financial affairs. |
| C) Public relations. | D) Import and Export. |
| 2. A) More workers are needed. | B) Advertising costs more. |
| C) Raw materials are more expensive. | D) Workers' salaries are higher. |
| 3. A) To look for a dream job. | B) To visit his friends. |
| C) to find a chance to do business. | D) To find a chance to do business. |
| 4. A) He is good at programming. | B) He is suitable for the job. |
| C) He is nice and kind. | D) He is nice and kind. |
| 5. A) Interviewer and interviewee. | B) Buyer and seller. |
| C) Doctor and nurse. | D) Shop assistant and customer. |

Section B

Directions: *This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken two times. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C), and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

Now listen to the conversations.

Conversation 1

6. A) He was too busy. B) He got a new offer.
C) His company has moved away. D) His company has closed down
7. A) To have his own business. B) To do social work.
C) To move to another city. D) To go to study abroad.

Conversation 2

8. A) The chief engineer. B) The manager assistant.
C) The office secretary. D) The sales manager.
9. A) He's giving a lecture. B) He's attending a meeting.
C) He's away on a business trip. D) He's away on a business trip.
10. A) Telling him to meet tomorrow. B) Telling him to send a sample.
C) Asking him to call back. D) Asking him to attend a party.

Section C

Directions: *In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read two times. You are required to put the missing words or phrases on the answer sheet in order of the numbered blanks according to what you hear. Now the passage will begin.*

Ladies and Gentlemen,

It's my honor to be the guide to show you around our company. First of all, I'll introduce our factory to you.

Our company 11 in the 1980s. we mainly produce electronic goods and export them all over the world. We 12 of about US ¥ 80 million last year, and our business is growing steadily to 13 of our customers. In order to further develop our overseas market, we need more agents to 14 our products.

I hope you will 15 doing business with us. Thank you!

Section D

Directions: *This section is to test your ability to comprehend short passages. You will hear a recorded passage. After that you will hear five questions. Both the passage and the questions will be read two times. When you hear a question, you should complete the answer to it with a word or a short or a short phrase (in no more than 3 words). The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet correspondingly. Now listen to the passage.*

16. What did the speaker talk about last time?

The _____ of an oral presentation.

17. What does the speaker talk about today?

The _____ of a presentation.

18. What does a typical presentation consist of?

The beginning, _____.

19. Why is the beginning of a presentation the most important part, according to the speaker?

Because it is the _____ to your listeners.

20. What is the role an effective beginning can play in your presentation?

It can draw _____ and set the proper tone .

Part II

Structure

(10minutes)

Directions : *This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.*

Section A

Directions *In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marker A), B)C)and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

21. _____ The number in full-time employment fell by 2 million, the number of people in part-time work doubled to over 4 million.

- A) Unless B) Until
C) While D) Since

22. It was your recommendation _____ enabled me to be an engineer in this world-famous company.

- A) When B) Who
C) what D) that

23. Now the pollution caused by the increasing number of cars _____ more and more serious in many cities.

- A) become B) Became
C) is becoming D) had become

24. We understand you need easy access _____ up-to-date information about your accounts in our bank.

- A) in
C) for
- B) To
D) with

25. It is common practice _____ a battery when it still has some life in it.

- A) to charge
C) charged
- B) Charge
D) having charged

26. We have to investigate as _____ customers as possible in order to make sure of the potential of market.

- A) many
C) more
- B) Much
D) most

27. As long as you keep on _____ hard, you'll get promoted sooner or later.

- A) Work
C) worked
- B) Be working
D) working

28. There are 4.9 million businesses in the UK, 99% of _____ are small businesses.

- A) To be supported
C) whose
- B) That
D) it

29. _____ by all the team members, they finally got big project for their company.

- A) To be supported
C) Supporting
- B) Having supported
D) Supported

30. This article tells the readers _____ they can look for in an employee's abilities.

- A) that
C) which
- B) What
D) how

Section B

Directions: *there are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer sheet.*

31. The proposal that the head of the team made at the meeting sounds (reason) _____.

32. Generally speaking, once you (make) _____ the payment, the goods should be delivered within a week.

33. It is said that advertising is the (expensive) _____ of all the promotional activities undertaken by business.

34. The company suffered greatly during the economic crisis, with considerable loss of its (income) _____.

35. It is reported that an international conference (hold) _____ in London next Friday.

Part III

Reading Comprehension

(40 minutes)

Directions: *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

Task1

Directions: *After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. For each question or statement there are 4 choices marked A), B), C) and D), you should make the correct choice and mark the corresponding letter on the Answer sheet with a single line through the center.*

We try to ensure that GFL solid waste Haulage(清运) Division is a company that acts safely and responsibly at all times and in all places. We never tolerate any conduct that puts our customers and the communities we serve at risk. At GFL, safety is more than a program; it is a core value of our company. GFL is equally committed to improving the environment for the future of the communities we live in and we serve. We believe that our services play an essential part in improving the environment and we are always mindful of having the most cost-effective waste management solutions for our customers.

We are committed to the safety of our workers and have programs in place to continually upgrade our workers safety and environmental practices. We have highly qualified staff, we use the best available equipment and we are fully committed to keeping our workplace safe and the environment clean.

Over the past years, service requests have changed dramatically from basic waste disposal to comprehensive waste management or "green" programs. Our new: "green" waste management program is now gaining respect and popularity in the community.

For more information, contact GFL at cssupport@gfenv.com.

36. According to the passage, GFL doesn't allow any conduct that will _____.

- A) cause any noise to the environment
B) produce waste in the communities
C) waste more natural resources
D) do harm to its customers

37. The core value of GFL Solid Waste Haulage Division is _____.

- A) profit
- B) safety
- C) efficiency
- D) responsibility

38. In the first paragraph, “We are always mindful of...” means “_____”.

- A) We are always worried about...
- B) We always look forward to...
- C) We are always aware of...
- D) We always put up with...

39. What does GLF do with its worker safety and environmental practices, according to the second paragraph?

- A) Continually upgrade them.
- B) Keep using the traditional methods.
- C) Hire new workers to clean the environment.
- D) Import new technology from overseas companies.

40. What can we learn about the company’s new “green” waste management program?

- A) The quality of waste management has become worse.
- B) The program is becoming more and more popular.
- C) Waste management has remained unchanged.
- D) More workers are involved in the program.

Task 2

Directions: This task is the same as Task 1. The 5 questions of unfinished statements are numbered 41 to 45.

Many jobs have been lost and they may not be coming back. Some occupations had already been declining for years due to advances in technology and changes in the global economy. The following is a list of careers that are disappearing.

Stage performers

The five-year decline for this career was a surprising 61%. Stage performances have fallen out of fashion and have been almost entirely replaced with movies and home entertainment technologies.

Postal Service Mail sorters(分拣员)

After losing almost 57000 jobs between 2004 and 2009, a further 30% decline in this occupation can be seen by 2018. With more automatic processes for mail sorting and increasing correspondence via e-mail and fax, this job is quickly becoming unnecessary.

Office Support Workers

About 300000 office support jobs disappeared between 2004 and 2009. Secretaries and file clerks are no longer in demand as companies cut costs. Moreover, technologies like voice mail and easy-to-use word processors have enabled professionals to do their own office work.

Photo Processors

With the rise of digital photography and automatic printing, positions for manual photo printers are rapidly disappearing. The occupation has been steadily losing jobs in the last five years and there might be a 24% decline by 2018.

Radio Operators

As technology advances, the need for workers to monitor communications via radiotelephone equipment is disappearing. This already small field saw a five-year decline of 43%.

41. According to the first paragraph, because of the advances in technology and global economic changes, _____.

- A) many jobs are disappearing sharply
- B) many new occupations are emerging
- C) people are attracted to higher-paying jobs have become more popular
- D) part-time jobs have become more popular

42. One reason why the career of stage performers is declining so fast is that _____.

- A) stage performers can no longer earn big money
- B) fewer people are qualified as stage performers
- C) there is less investment in stage performances
- D) stage performances have become less popular

43. The benefit of using new technologies in the offices is that _____.

- A) office workers can work on a flexible work system
- B) professionals are able to do their own office work
- C) secretaries and file clerks are badly in need
- D) employees can enjoy better social welfare

44. The author expects that by 2018 the occupation of photo processors might decline by _____.

- A) 61%
- B) 43%
- C) 30%
- D) 24%

45. Which of the following might be the best title of the passage?

- A) Advanced Technologies
- B) Rising Unemployment
- C) Disappearing Careers
- D) Global Economy

Task 3

Directions: The following is a short introduction to a AIL sales Representatives. After reading it, you are required to complete the outline below ti (No.46 to No.50).You should write your answers briefly (in no more than 3 words)on the answer sheet correspondingly.

In American Income Life Insurance Company (AIL), sales representatives have servants’ hearts. Our team members make every effort to protect hard-working, middle-income families with insurance coverage(承保范围). We also believe whole-heartedly in giving back to the communities in which we operate. American Income Life gives off its time and resources to help make the world a better place.

Sales experience is not required to be a representative. Just the willingness to work hard.what makes American Income Life unique is that our work system enables our sales team to focus on selling, which is what makes this career truly opportunity unlimited. Simply said, you earn what you’re worth based on how hard you work and how fast you want to advance.

At American Income Life you will find a career, not a job. You will also find free training opportunities, and leadership experience, too. American Income Life’s independent agency offices provide sales training focused on insurance sales. Training includes working one-on-one with experienced sales agents both in the classroom and in the field.

Sales Representatives of AIL

Aims: 1) to protect middle-income families
2) to give back to 46

Features: 1) having servants’ hearts
2) willingness to 47
3) being able to focus on 48

Benefits: 1) 49 sales training opportunities
2) 50 experience

Task 4

Directions: The following is a list of terms used in International Trade. After reading it, you are required to find the items equivalent to(与.....等同)those given in Chinese in the table below. Then you should put the corresponding letters in brackets on the Answer Sheet, numbered 51through 55.

- A..... cost of goods sold

B..... channel of distribution

C..... Commission percent

D..... Competitive advantage

E..... Current assets

F..... Current debt

- G.....Direct cost of sales

H.....Earning before taxes

I.....Effective demand

J.....Advance payment

K.....Advising bank

L.....Letter of credit

M.....Paying bank

N.....Capital market

O.....Cost Import license

P.....Import license

Q.....Joint venture

Examples: (A)售出货物成本 (H)税前收益

51. ()现有债务	()预付款
52. ()信用证	()合资企业
53. ()竞争优势	()有效需求
54. ()付款银行	()成本加运费
55. ()直销成本	()资本市场

Task 5

Direction: Read the following passage. After reading it, you should give brief answers to the 5 questions (No.56 to No.60) that follow. The answers (in no more than 3 words) should written after the corresponding numbers on the Answer Sheet.

Act now to get a student loan

Make no payments while in school with a Wells Fargo private student loan.
A college education is a worthwhile investment, but sometimes you need help covering all the costs. Wells Fargo private student loans may be able to help you pay for all eligible education-related expenses, including tuition, housing, books, a laptop, lab fees and more.

Other benefits include:
—Make no payments until six months after leaving school
—Select a competitive fixed or variable interest rate option
—Reduce your loan cost with our interest rate discounts
Applying with a co-signer(连署人 ;担保人)may improve your chance of getting approved and help you qualify for a lower interest rate.

Learn more about undergraduate student loans for traditional colleges and universities or career and community colleges. Or call our toll-free number 1-877-315-7721.

Our Student Loan Specialists are here to help you through the process-from helping you make an informed choice on the loan that meets your needs, to helping you estimate how much you may need to borrow.

56. What is introduced in the passage?
A Wells Fargo_____loan.
57. What expenses can be paid with the loan?
All eligible_____expenses.
58. What is the advantage of the loan in terms of the repayment period?
No payment is made until six months after_____.
59. Why are you advised to apply for your loan with a co-signer?
To have a better chance of_____and being qualified for a lower interest rate.
60. What can the Student Loan Specialists do to help you in your application?
They can help you through_____in your application.

Part IV Translation-English into Chinese (25 minutes)

Directions: This part, numbered 61 to 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.

61. In order to increase cash flow and limit layoffs, the company has decided that salary reductions are absolutely necessary at this time.
A) 公司收到增加现金收入和加快裁员的决定，认定这一决定十分适合。
B) 为了增加现金流转和减少裁员，公司已决定现在减薪是绝对必要的。
C) 为了增加现金储备和防止裁员，公司认为有必要立即着手进行减薪。
62. After some initial hesitation, western manufacturers were rushing to China to sell their internationally approved products to the growing market.
A) 西方厂商有些犹豫但还是进入了中国，销售其国际上的获奖产品，是中国市场不断增长。
B) 西方生产商毫不犹豫地来到中国投资生产，希望扩大自己产品在国际市场上的份额。
C) 西方厂商最初少有犹豫后，即蜂拥到中国，向成长中的市场出售其国际认可的产品。

63. As a result of continuing business expansion at the city branch of our bank, we are

presently seeking experienced bank clerks.

- A) 由于本市分行的业务持续扩大，我行将诚聘有经验的银行职员。
B) 由于本市人口的不断增加，我行将在各区增加营业网点和人员。
C) 本市支行的规模将会扩大，为此我们急需聘请多位银行代理人。

64. Economic competition among nations is expected to increase, especially now that the countries like Russia and China have moved towards a market economy.

- A) 经济竞争在国家之间不断升级，导致像中国和俄罗斯这样的国家也已经转向了市场经济。
B) 各国之间的经济竞争将会加剧，尤其是因为像中国和俄罗斯这样的国家也以迈向市场经济。
C) 世界的经济形势将会发生巨变，尤其是像中国和俄罗斯这样的国家也向世界开放了市场。

65. According to your request, we will 1) correct or update your personal information;2) stop sending emails to your email address;3) stop sending messages to your phones;4) stop your account to prevent any future purchases through that account. You can make these requests at the Customer Information Department, or by telephoning, or emailing your request to the Customer Service Department at cs@lightinthebox.com. Please do not email your credit card number or other sensitive information.

Part V Writing (25minutes)

Directions: This part is to test your ability to do practical writing. You are required to write a letter according to the following information given in Chinese. Remember to do the task Translation/Composition Sheet.

说明：假设你是公寓管理员 Jeffrey，请根据下列内容给公寓住户 Smith 先生写一封信。

写信事由：

1. 已收到 Smith 先生的来信，回复他借用公寓公用房间出售旧物的请求；
2. 不同意 Smith 先生的请求，理由是：公寓规则规定，公用房间不能用于出售物品的活动；
3. 建议 Smith 先生使用露天停车场，但需提前一周告知我，并将计划告知其他住户。

Words for reference:

公共用房	common room
公寓规则	apartment rule
住户	residents

5. A) She will report the complaint to the manager.
B) The manager refused to talk to the man.
C) The manager was on a business trip.
D) She will deal with the complaint.

Section B

Directions: *This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken two times. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

Conversation 1

6. A) Breakfast
C) A 5-dollar gift card
- B) The line is busy
D) Bus service to the airport
7. A) His member card
C) He is at a meeting
- B) His driving license
D) His passport

Conversation 2

8. A) The telephone is out of order.
B) The line is busy.
C) He is at a meeting
D) He won't be back until next Monday.
9. A) It has been cancelled.
B) It will arrive on time .
C) It has been delayed.
D) It will arrive ahead of schedule
10. A) Make an appointment with her.
B) Talk with her about a new order.
C) Send her an email about the shipment.
D) Call her back when receiving the shipment.

Section C

Directions: *This section is to test your ability to comprehend short passages. You will hear a recorded passage. After that you will hear five questions. Both the passage and questions will be read two times .When you hear a question, you should complete the answer to it with a word or short phrase (in no more than 3 words). The questions and incomplete answers are printed in your test paper. You should write your answers on the*

11. How can you get information if you're going to buy a motor bike according to the speaker?
To look in your_____ newspaper.
12. What kind of motor bikes is advertised in the newspaper?
Different kinds of motor bikes, both new and_____.
13. What is one of motor bikes is advertised in the newspaper?
It gives you the opportunity to have_____ of the motor bikes.
14. What's the possible problem if you buy a bike in this way?
You might have to_____until the motor bike is available.
15. What is another way to find a good motor bike according to the speaker?
Another way is to look_____.

Part II

Structure

(15 minutes)

Directions: *This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.*

Section A

Directions: *In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word from the 4 choices marked A)B)C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

16. The guidebook _____ for those who are going to start a business online in this country.
A) is intended B) To intend
C) intends D) intending
17. Reaction to the online management system were more positive _____ those to a paper-based version of the same system.
A) which B) As C) than D) that
18. We all recognize the necessity for people _____ the rights of others.
A) respect B) To respect
C) respecting D) respected

19. If there's one man _____ opinion matters more than any others', it's our manager.
A) whom B) Which C) who D) whose
20. _____ My opinion, customer service here has improved but not as much as expected over the last 2 years.
A) On B) In C) For D) With
21. We are sure that we _____ our second project by the end of the next month.
A) will have completed B) Had completed
C) completed D) were completing
22. The bank clerk listened carefully _____ he could discover exactly what the client wanted.
A) in case that B) Now that
C) so that D) provided that
23. This dictionary is a thousand common word collection with samples of _____ and spoken language.
A) writing B) wrote
C) write D) written
24. He was educated at the local grammar school, after _____ he went on to Cambridge.
A) what B) That
C) which D) whom
25. If he were here now, he would be doing everything he could to help you.
A) were B) is C) will be D) be

Section B

Directions: *There are also 10 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.*

26. (obvious) _____, I met with some difficulties within the first few days of my new job.
27. I had trouble (spell) _____ the difficult words when I first started learning French.
28. Make sure that the new equipment (install) _____ in a safe manner.
29. As a police officer, you are trained to stay calm even in extremely (danger) _____ situations.

30. It is said that Abersoch is one of the (good) _____ beaches in the UK.
31. Don't forget (lock) _____ the doors when you leave your car in the parking lot.
32. Over the past few years, these companies have been able to maintain a steady (grow) _____ in their business.
33. Your prices were (reasonable) _____ than those of the other two companies.
34. The job increase is a (hope) _____ sigh for small and medium businesses that employ 90% of the US workforce.
35. While (live) _____ in the UK, a driving license issued in your country only remains valid for up to 12 months.

Part

Reading Comprehension

(40 minutes)

Directions: *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

Task 1

Directions: *After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. For each question or statement there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*

Marketing by emailing is on the increase. Compared to other media, email messages are extremely cheap to send. With TV, you are spending on ad agencies and cable channels. With print ads, you are helping to keep newspapers and magazines alive. Direct mail costs more than ¥600 per thousand pieces. With email, there are almost no costs at all. Its low cost makes email marketing become the most cost-effective (划算的) advertising method available today.

With TV, you do not know who is watching your ads. Even with direct mail, you cannot be sure that your mail has been delivered, or that anyone reads it when it gets there. With email, you know within 24 hours exactly which messages have been opened, by whom, what links the openers clicked on (点击) and what part of your message was working.

Because of electronic links, those who open your emails can do their own research: they can explore and see any of the thousands of products that you sell. They can see the colors and sizes. They can, and they do, read ratings and reviews. They can put products in their shopping carts and buy them.

36. Email marketing has become the most cost-effective advertising method because _____.

- A) It is of extremely low cost
- B) It is a new marketing method
- C) It is popular with young people
- D) It is the best marketing method available

37. By saying “with print ads, you are helping to keep newspapers and magazines alive” (Para.1), the writer means that_____.

- A) your investment is important to newspapers and magazines
- B) your ads are helping newspapers and magazines survive
- C) print ads are more attractive than TV and email ads
- D) print matters are less expensive than emails

38. According to the passage, if you place an ad on TV, you are unable to know_____.

- A) how often your ad is displayed
- B) how much your ad costs
- C) when your ad is shown
- D) who your ad is shown

39. If you market by emailing, you can learn within a day_____.

- A) who have opened your message
- B) how old your message readers are
- C) what quality your advertising product has
- D) how much your advertising messages cost

40. What enables the email ad readers to do their own research?

- A) The TV program ratings and reviews.
- B) The product’s color and size
- C) The shopping carts.
- D) The shopping carts.

Task2

Directions: *This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.*

To make your driving experience in the United States safe and enjoyable, our company is providing you with this “Rules of the Road ”pamphlet. Please note, however, that this pamphlet does not represent a complete list of the motor vehicle and traffic laws of the various states. Regardless of whether or not a specific law is outlined below, it is your responsibility as the driver to follow all applicable (适合的) motor vehicle and traffic laws .

Do Not Drink and Drive!

Each state strictly prohibits Driving While Drunk.

Wear Seatbelts - It’s the Law!

Also, the use of child seats for babies and small children (usually under age 5) is required to stay in all states. Place child seats in the back seat only.

Stop the Speed Limit

In most states, the maximum highway speed is 65 miles per hour (mph) in rural areas and 55 mph in urban (市区的) areas. Speed limits on secondary roads and in cities and towns are usually significantly lower, generally 30 mph and even lower in school zones.

Stop for school Buses

Traffic approaching in both directions must stop for a school bus while its red lights are flashing.

41. The purpose of the“Rules of the Road”pamphlet is to _____.

- A) provide a full list of traffic laws and regulations in the US
- B) help drivers to enjoy safe and pleasant driving in the US
- C) tell drivers to avoid dangerous roads in various states
- D) show drivers the different road signs in all the states

42. If you travel with a child under the age of 5, you should _____.

- A) put him in a child seat
- B) carry him in your arm
- C) have him sit beside you
- D) fasten him in the front seat

43. What does a driver from a left-hand drive country need to do while driving in the US?

- A) Stick to his driving practice.
- B) Apply for a new driving license.
- C) Take a special retraining course.
- D) Keep to the right side all the time

44. The speed limit set for school zones is_____.

- A) 65 miles per hour
- B) 55miles per hour
- C) Lower than 30 miles per hour
- D) Higher than 30 miles per hour

45. When a school bus flashes its red lights_____.

- A) people should cross the street quickly
- B) approaching vehicles must stop
- C) all vehicles must slow down
- D) POLICE should be called in

Task 3

Directions: Read the following passage. After reading it, you are required to complete the outline below it (No.46 to No.50).You should write your answers briefly (in no more than three words) on the Answer Sheet correspondingly.

Our company, “UK London Chauffeur ”based in NW London is conveniently located for all of the London airports as well as Central London. We have been operating since 2002.We proving a pre -booked private car hire service door to door for all occasions.

High quality customer service is a must at UK London Chauffeur. Our driver are always well presented in a suit and tie, and excellent time keepers and our vehicles are always kept clean, neat and tidy.

Our objective is to be at your service from arrival to departure, getting you to your destination on time in a safe manner. UK London Chauffeur has grown in the past years due to our good customer services. We look forward to serving you to your satisfaction.

UK London Chauffeur

Location: in NW London

History: in operation since_____.

Service provided: pre- booked car hire service

1) a service with a_____.

2) customer service

3) drivers: well presented in a suit and tie; excellent_____

4) vehicles: always kept clean, _____.

Objective : be at your service from arrival to departure, Getting you to your destination on time in a safe manner.

Task 4

Directions : The following is a list of items related to museum visiting. After reading it, you are required to find the item equivalent to (与.....等同)those given in Chinese in the table below. Then you should put the corresponding letters in brackets on the Answer Sheet, numbered 51 through 55.

- A floor area

B..... title document

C..... land use certificate

D commercial/residential complex

E..... land use fee

F land use term

G planning approval

H reconstruction of old area

I..... public utilities

- Jurban planning

K.....state-owned land

Lthe Municipal Land Administration Bureau

Mconstruction project

N.....housing residences

O.....go through the formalities

P.....land efficiency

Q.....location classification

Examples: (D)商住综合楼 (L)市土地管理局

51.()土地使用费	()地段等级
52.()国有土地	()住宅
53.()旧区改造	()计划批准
54.()土地效益	()建筑面积
55.()土地使用证	()公共设施

Task 5

Directions: Read the following passage. After reading it .you are required to complete the answers that follow the questions (No.56 to No.60) The answers (in no more than 3 words) should be written after the corresponding numbers on the Answer Sheet correspondingly.

Dear Ms. Philips,

I am writing to apply for the position you advertised on Monster.com for a quality control manager. As you will see in my resume, I have the experience to fill this position.

For the past ten years, I have been working in the information technology department at Hopewell Industries where I have been a software developer .

Project manager. And manager of Hopewell Industries where I have been a software developer, project manager, and manager of QC Testing. My experience had ranged from managing teams of programmers to creating test plans, running tests, and managing testers.

Recently, Hopewell Industries decided to outsource(外包) the IT function to IBM. While I am sad to leave the company, I am looking forward to a new assignment with fresh faces and new projects.

I have heard about APS Software in various trade journals and would be very interested in becoming part of your team. APS is well known for quality products, and I am excited about the possibility of becoming a part of your success story.

I hope you’ll give me an opportunity to discuss my qualifications and experience. I can be reached at (214)555-5555 after 6 p.m.

Thank you very much for your consideration for this position.

Sincerely yours .

Alice Grassley
Encl: resume

56. What is the position Alice Grassley applies for?
The position of a _____.

57. In what department has Alice Grassley been working at Hopewell Industries?
The_____.

58. Why does Alice Grassley want to leave Hopewell Industries?
Hopewell Industries has decided to outsource the IT function to _____.

59. Where has Alice Grassley learned about APS Software?
Form various_____.

60. What can we learn about APS Software from this letter?
It is well known for its_____.

A) 由于快递价格调整，就是 200 美元的订单也可以享受免费送货的服务。

B) 由于快递价格上浮，本公司将不再执行 200 美元以上的订单的优惠价格。

C) 由于燃油价格上涨，我们的免费送货服务将限于 200 美元以上的订单。

D) 由于燃油价格调整，公司决定免费送货的服务只限于 200 美元的订单。

63. You are allowed carry- on item and one personal item on most flights, and they are both subject to size restrictions.

A) 航空公司规定旅客一律禁止随身携带液态物品, 姓李超重另行收费。
B) 多数航班都规定只能随身携带个人物品一件, 超过部分要另行收费。
C) 大多数航班允许随身携带一件行李和一件个人物品, 大小不受限制。
D) 大多数航班允许携带一件手提行李和一件个人物品, 尺寸都有限制。

64. Your landlord is allowed to increase the rent by any amount as long as the increase is not for an illegal reason.

A) 只要不是出于非法原因，允许房东提高租金，数额不限。
B) 只要经过协商，房东可以在和你签订新租约时提高租金。
C) 只要处于合理的原因，房东就可以增加一定数额的租金。
D) 只要征得你的同意，房东就可以提前数月终止租房协议。

65. Most of us have too many things to do in our life. Since time cannot be created, we need to make choices and make a plan. Planning is the key to relieving the stress of too little time .plans can be made for long-term of short-term goals. Start by making daily plans. A daily plan involves two things. First, list the things you must do today, and then write down the things. Most of your time should be spent on these things.

Part IV Translation-English into Chinese (25 minutes)

Directions: *This part, numbered 61 to 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.*

61. All orders, placed directly or via our representatives between now and July 1, will be honored at our previous prices.

A) 从现在起至 7 月 1 日的所有订单，方式直接向我公司代理订购的，都将享受以前优惠的价格。

B) 现在至 7 月 1 日的所有订单，无论是直接下单或通过我方下单，都将享受我方原定价格。

C) 从 7 月 1 日至现在，由于生产成本成倍增长，本公司不再接受新的订单，敬请新老客户谅解。

D) 7 月 1 日至今的所有订单，无论是直接订的还是经由别人代订的，都将以调整后的价格核算。

62. Due to the increase in the price of fuel, we will limit our free delivery service to any orders over \$200.

Part V	Writing	(25minutes)
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Directions: *This part is to test your ability to do practical writing. You are required to write a letter according to the following information given in Chinese. Remember to do the task Translation/Composition Sheet.*

假定你是陈华，请给你的朋友王斌写一封电子邮件，转告以下招聘信息；

1. 信息来源（自拟）
2. 公司名称及岗位；ABC 公司软件程序员；
3. 要求：具有职业院校毕业证书；专修计算机相关专业；有全职或兼职工作经历优先；
4. 起薪：3000 元/月
5. 有效期限：两周之内
6. 联系：发送求职信和简历至 ABCco@163.com

请注意书信格式！

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词汇手册篇

一、A 级高频词汇

A

abandon	[ə'bændən]	vt. 放弃, 抛弃 n. 放纵, 无拘无束
absolute	['æbsəlu:t]	a. 完全的, 绝对的
absorb	[əb'sɔ:rb]	vt. 吸收; 吸引.....的注意
abstract	['æbstrækt]	a. 抽象的 n. 摘要, 梗概
abundant	[ə'bʌndənt]	a. 丰富的, 大量的
accomplish	[ə'kʌmplɪʃ]	vt. 完成; 达到目的
acquire	[ə'kwaɪə]	vt. 获得, 学到
adapt	[ə'dæpt]	vt. 使适应; 改编
adequate	['ædɪkwɪt]	a. 足够的; 恰当的
admire	[əd'maɪə]	vt. 赞美, 羡慕
adopt	[ə'dɒpt]	vt. 采纳; 收养
ambition	[æm'bɪʃən]	n. 雄心, 抱负
ambitious	[æm'bɪʃəs]	a. 有雄心的, 有野心的
ancestor	['æn,sestə]	n. 祖先; 原型
anxiety	[æŋ'zaɪəti]	n. 担忧, 焦虑
apology	[ə'pɒlədʒi]	n. 道歉, 认错
appeal	[ə'pi:l]	vt. 恳请, 呼吁
appearance	[ə'piərəns]	n. 出现; 外观
applicant	['æplɪkənt]	n. 申请者
appoint	[ə'pɔɪnt]	vt. 任命; 指定
appointment	[ə'pɔɪntmənt]	n. 约定
approach	[ə'prəʊtʃ]	vt. 接近
appropriate	[ə'prəʊpriət]	a. 恰当的, 适当的
arouse	[ə'raʊz]	vt. 唤醒; 引起
artificial	[,ɑ:ti'fiʃəl]	a. 人造的
assign	[ə'saɪn]	vt. 指派, 分配

assignment	[ə'saɪnmənt]	<i>n.</i> 任务
assume	[ə'sʊm]	<i>v.</i> 认定, 假定
astonish	[ə'stɒnɪʃ]	<i>vt.</i> 使惊讶
awful	['ɔ:fəl]	<i>a.</i> 令人畏惧的, 可拍的

B

balance	['bæləns]	<i>vt.</i> 使均衡, 使平衡
bathe	[beð]	<i>v.</i> 给.....洗澡; 游泳
battery	['bætəri]	<i>n.</i> 电池, 一系列, 一套
beast	[bi:st]	<i>n.</i> 野兽
bench	[bentʃ]	<i>n.</i> 长凳
bite	[baɪt]	<i>v.</i> 咬, 叮
bond	[bɒnd]	<i>n.</i> 联系; 公债
border	['bɔ:də(r)]	<i>n.</i> 边缘; 边境
bound	[baʊnd]	<i>vt.</i> 跳跃; 弹回
	['baʊndri]	<i>n.</i> 分界线
brand	[brænd]	<i>n.</i> 商标, 品牌
breathe	[brið]	<i>v.</i> 呼吸
brilliant	['brɪljənt]	<i>a.</i> 灿烂的; 杰出的
broadcast	['brɒdkæst]	<i>v.</i> 广播, 播放
broom	[bru:m]	<i>n.</i> 扫帚
budget	['bʌdʒɪt]	<i>n.</i> 预算
bulletin	['bʊlətɪn]	<i>n.</i> 公告, 告示
butter	['bʌtə(r)]	<i>n.</i> 黄油

C

Calculate	['kælkjuleɪt]	<i>v.</i> 计算; 计划
Campaign	[kæm'peɪn]	<i>n.</i> 战役, 运动
Capacity	[kə'pæsɪti]	<i>n.</i> 容量, 容积
Capture	['kæptʃə]	<i>vt.</i> 捕获, 俘获
Cast	[kæst]	<i>v.</i> 投射
Cease	[si:s]	<i>v.</i> 停止, 终止
Chase	[tʃeɪs]	<i>v.</i> 追逐
Clarify	['klærəfaɪ]	<i>vt.</i> 澄清, 阐明

Classic	['klæsɪk]	<i>n.</i> 杰作, 名著
Classify	['klæsəfaɪ]	<i>vt.</i> 把.....分类
Collection	[kə'lekʃən]	<i>n.</i> 收集, 采集
Column	['kɒləm]	<i>n.</i> 圆柱
Combination	[kəmbrɪ'neɪʃn]	<i>n.</i> 结合
Commercial	[kə'mɜ:ʃl]	<i>a.</i> 商业的
Commission	[kə'mɪʃən]	<i>n.</i> 委托; 佣金
Commit	[kə'mɪt]	<i>vt.</i> 承诺, 保证
Compact	['kɑ:m'pækt]	<i>a.</i> 紧密的
Compensate	['kɑ:mpensət]	<i>v.</i> 赔偿; 报酬
Complaint	[kəm'pleɪnt]	<i>n.</i> 抱怨; 控告
Composition	[kɑ:mpə'zɪʃn]	<i>n.</i> 构成, 组成
Compound	['kɑ:mpaʊnd]	<i>a.</i> 复合的, 化合的
Comprise	[kəm'praɪz]	<i>vt.</i> 包含
Compromise	['kəmprəmaɪz]	<i>n.</i> 妥协
Concept	['kɒnsept]	<i>n.</i> 概念
Confess	[kən'fes]	<i>v.</i> 坦白, 承认
Confine	[kən'faɪn]	<i>vt.</i> 限制, 使局限
Conflict	['kɒnflɪkt]	<i>n.</i> 冲突, 抵触
Conform	[kən'fɔ:m]	<i>v.</i> 与.....一致
Confront	[kən'frʌnt]	<i>vt.</i> 遭遇, 对抗
Conservative	[kən'sɜ:vətɪv]	<i>a.</i> 保守的
Conserve	[kən'sɜ:v]	<i>v.</i> 保持, 保护
Consideration	[kən,sɪdə'reʃən]	<i>n.</i> 考虑
Constraint	[kən'streɪnt]	<i>n.</i> 强制; 拘束
Consume	[kən'sʌm]	<i>v.</i> 消耗, 耗费
Consumption	[kən'sʌmpʃən]	<i>n.</i> 消耗, 消费
Context	['kɒntekst]	<i>n.</i> 上下文
Contrast	['kɒntræst]	<i>v.</i> 对比, 对照
Contribute	[kən'trɪbjʊt]	<i>v.</i> 捐献
Convert	[kən'vɜ:t]	<i>v.</i> 转变, 转化
Corporation	[kɔ:pə'reɪʃn]	<i>n.</i> 公司

Correspondence	[kɒrə'spɒndəns]	<i>n.</i> 通信
Correspondent	[kɒrə'spændənt]	<i>n.</i> 记者
Corresponding	[kɒrə'spændɪŋ]	<i>a.</i> 相应的
Crew	[kru]	<i>n.</i> 一队
Criminal	['krɪmənəl]	<i>n.</i> 罪犯
Crystal	['krɪstəl]	<i>n.</i> 水晶

D

damp	[dæmp]	<i>a.</i> 潮湿的
dash	[dæʃ]	<i>v.</i> 猛冲, 飞奔
data	['dertə]	<i>n.</i> 数据, 资料
debate	[dɪ'bet]	<i>v.</i> 辩论, 争论
decay	[dɪ'keɪ]	<i>v.</i> 腐烂, 腐朽
decorate	['dekəret]	<i>vt.</i> 装修, 装饰
definition	[dɛfə'nɪʃən]	<i>n.</i> 定义
deliberately	[dɪ'lɪbəreɪtli]	<i>a.</i> 深思熟虑地
delivery	[dɪ'lɪvəri]	<i>n.</i> 交付; 递送
demonstrate	['dɛməneɪstret]	<i>vt.</i> 论证, 证明
dense	[dens]	<i>a.</i> 密集的
dependent	[dɪ'pendənt]	<i>a.</i> 依靠的
depress	[dɪ'pres]	<i>vt.</i> 使沮丧
depth	[depθ]	<i>n.</i> 深度
derive	[dɪ'raɪv]	<i>vt.</i> 获得
deserve	[dɪ'zɜ:v]	<i>v.</i> 应得, 应受
dessert	[dɪ'zɜ:t]	<i>n.</i> 甜点
destruction	[dɪ'strʌkʃən]	<i>n.</i> 破坏
determination	[dɪ,tɜ:mɪ'neɪʃən]	<i>n.</i> 决心
dig	[dɪg]	<i>v.</i> 掘, 挖
digest	[daɪ'dʒest]	<i>v.</i> 消化
dim	[dɪm]	<i>a.</i> 昏暗的
discipline	['dɪsəplɪn]	<i>n.</i> 纪律
disclose	[dɪs'kloʊz]	<i>v.</i> 揭露

discount	['dis.kauŋt]	<i>n.</i> 折扣
discourage	[dis'kʌ:ɪdʒ]	<i>vt.</i> 使泄气
disgusting	[dis'gʌstɪŋ]	<i>a.</i> 令人厌恶的
dispute	[dispju:t]	<i>v.</i> 争论
distinct	[di'stɪŋkt]	<i>a.</i> 清楚的
district	['dɪstrɪkt]	<i>n.</i> 区
divorce	[di'vɔ:s]	<i>n.</i> 离婚
domestic	[də'mestɪk]	<i>a.</i> 国内的
dominate	['dɒmɪneɪt]	<i>v.</i> 支配
dot	[dɒt]	<i>n.</i> 点
dramatic	[drə'mætɪk]	<i>a.</i> 引人注目的
drift	[drɪft]	<i>v.</i> 漂流
due	[du]	<i>a.</i> 预期的
dumb	[dʌm]	<i>a.</i> 哑的
dusk	[dʌsk]	<i>n.</i> 黄昏

E

elaborate	[ɪ'læbəret]	<i>a.</i> 复杂的
eliminate	[ɪ'lɪmɪneɪt]	<i>v.</i> 消除
embarrass	[ɪm'bærəs]	<i>v.</i> 使窘迫
emerge	[ɪ'mɜ:dʒ]	<i>v.</i> 出现
emphasis	['emfəsɪs]	<i>n.</i> 强调
endure	[ɪn'dʊr]	<i>v.</i> 忍受
engage	[ɪn'ɡedʒ]	<i>v.</i> 从事于
enhance	[ɪn'hæns]	<i>v.</i> 增加
evaluate	[ɪ'væljuert]	<i>v.</i> 估量
exceed	[ɪk'sɪd]	<i>v.</i> 超过
excess	['ek,sɛs]	<i>n.</i> 超过
exert	[ɪg'zɜ:t]	<i>v.</i> 运用
exhaust	[ɪg'zɔst]	<i>v.</i> 用尽
exploit	[ɪk'splɔɪt]	<i>v.</i> 剥削
explore	[ɪk'splɔr]	<i>v.</i> 探险

extensive	[ɪk'stɛnsɪv]	<i>a.</i> 广阔的
extraordinary	[ɪk'strɔ:dənəri]	<i>a.</i> 非凡的

F

fade	[fed]	<i>v.</i> 褪色
fatal	['fetl]	<i>a.</i> 致命的
fatigue	[fə'tɪg]	<i>n.</i> 疲劳
feasible	['fizəbl]	<i>a.</i> 可行的
fence	[fɛns]	<i>n.</i> 围栏
fetch	[fɛtʃ]	<i>v.</i> 拿来
flavor	['fleɪv]	<i>n.</i> 风味
forbid	[fər'bɪd]	<i>v.</i> 禁止
formula	['fɔrmjələ]	<i>n.</i> 公式
fortunate	['fɔrtʃənət]	<i>a.</i> 幸运的
fuel	['fjuəl]	<i>n.</i> 燃料
fundamental	[fʌndə'mentl]	<i>a.</i> 基本的

G

glorious	['glɔ:riəs]	<i>a.</i> 壮丽的
goods	[gʊdz]	<i>n.</i> 货物
gradual	['grædʒuəl]	<i>a.</i> 逐步的
grain	[gren]	<i>n.</i> 谷粒
grand	[grænd]	<i>a.</i> 宏伟的
gross	[grɒs]	<i>a.</i> 总的

H

halt	[hɔlt]	<i>n.</i> 停止, 停住
hostile	['hastl]	<i>a.</i> 敌对的, 敌意

I

identify	[aɪ'dentɪfaɪ]	<i>vt.</i> 认出, 鉴定
illustrate	['ɪləstreɪt]	<i>vt.</i> 说明, 阐明
incident	['ɪnsɪdənt]	<i>n.</i> 事件, 事变

index	['ɪndeks]	<i>n.</i> 索引, 标志
indicate	['ɪndɪket]	<i>v.</i> 标出, 指示
individual	[ˌɪndəˈvɪdʒuəl]	<i>a.</i> 个别的
inevitable	[ɪnˈevɪtəbl]	<i>a.</i> 不可避免的
initial	[ɪˈnɪʃəl]	<i>a.</i> 最初的
inner	['ɪnə]	<i>a.</i> 内部的
inspection	[ɪnˈspekʃən]	<i>n.</i> 检查, 视察
inspire	[ɪnˈspaɪə]	<i>vt.</i> 鼓舞
instance	['ɪnstəns]	<i>n.</i> 例子
insult	[ɪnˈsʌlt]	<i>v.</i> 侮辱
insurance	[ɪnˈʃʊərəns]	<i>n.</i> 保险
intellectual	[ˌɪntəˈlektʃuəl]	<i>a.</i> 智力的
intelligence	[ɪnˈtelɪdʒəns]	<i>n.</i> 智力
intelligent	[ɪnˈtelɪdʒənt]	<i>a.</i> 聪明的
interfere	[ˌɪntərˈfɪr]	<i>vt.</i> 干涉
investigate	[ɪnˈvestɪɡeɪt]	<i>v.</i> 调查

L

label	['leɪbl]	<i>n.</i> 标签
launch	[lɔːntʃ]	<i>n.</i> 发射
leak	[lik]	<i>n.</i> 漏洞
lean	[lin]	<i>v.</i> 倾斜
leap	[lip]	<i>n.</i> 跳跃
liable	['laɪəbl]	<i>a.</i> 可能的
liberate	['lɪbəreɪt]	<i>vt.</i> 解放
load	[ləʊd]	<i>n.</i> 负荷

M

maintain	[menˈten]	<i>vt.</i> 维修
maintenance	['mentənəns]	<i>n.</i> 维修
management	['mænɪdʒmənt]	<i>n.</i> 管理
manual	['mænjuəl]	<i>a.</i> 手工的
marvelous	['mɑːvələs]	<i>a.</i> 惊人的
mask	[mæsk]	<i>n.</i> 面具

mature	[mə'tʃʊr]	a. 成熟的
medium	['mi:diəm]	n. 中间
mercy	['mɜ:si]	n. 仁慈
merit	['merɪt]	n. 优点
minor	['maɪnə]	a. 较小的
minus	['maɪnəs]	a. 负的
miserable	['mɪzrəbl]	a. 痛苦的
mixture	['mɪkstʃɜ]	n. 混合
mobile	['moʊbl]	a. 流动的
moderate	['mɑ:dərət]	a. 温和的
mood	[mud]	n. 心情
motion	['moʊʃn]	n. 运动
motive	['moʊtɪv]	n. 动机

N

necessity	[nə'sesəti]	n. 必要性
negotiate	[nɪ'ɡoʊʃiət]	v. 商定

O

objection	[əb'dʒɛkʃən]	n. 反对
opponent	[ə'pəʊnənt]	n. 敌手, 对手
orient	['ɔ:riənt]	n. 东方
original	[ə'rɪdʒənəl]	a. 起初的
outlook	['aʊtlʊk]	n. 观点
overlook	[oʊvər'lʊk]	vt. 忽略

P

parallel	['pærələl]	n. 平行线
participant	[pɑ:'tɪsɪpənt]	n. 参加者
permanent	['pɜ:mənənt]	a. 永久的
permission	[pər'mɪʃn]	n. 允许
permit	[pər'mɪt]	v. 允许
persist	[pər'sɪst]	vi. 持续
pollution	[pə'ljuʃən]	n. 污染

portion	['pɔ:rʃn]	<i>n.</i> 一份
potential	[pə'tenʃl]	<i>a.</i> 潜在的
precious	['preʃəs]	<i>a.</i> 珍贵的
precious	[pri'saɪs]	<i>a.</i> 精确的
preference	['prefrəns]	<i>n.</i> 偏爱
prejudice	['predʒədɪs]	<i>n.</i> 偏见
prescribe	[pri'skraɪb]	<i>v.</i> 规定
preserve	[pri'zɜ:v]	<i>v.</i> 保护
prevail	[pri'vel]	<i>v.</i> 流行
prime	[praɪm]	<i>a.</i> 主要的
primitive	['prɪmɪtɪv]	<i>a.</i> 原始的
prior	['praɪə]	<i>a.</i> 在前的
priority	[praɪ'ɔrəti]	<i>n.</i> 优先
profession	[prə'feʃən]	<i>n.</i> 职业
professional	[prə'feʃənl]	<i>a.</i> 职业的
promote	[prə'moʊt]	<i>v.</i> 促进
prosperity	[pra'sperəti]	<i>n.</i> 兴旺
prosperous	['prəspərəs]	<i>a.</i> 繁荣的
protest	['prəʊtest]	<i>n.</i> 抗议
pursue	[pə'su:]	<i>v.</i> 追踪

Q

qualified	['kwɒlɪfaɪd]	<i>a.</i> 合格的
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R

random	['rændəm]	<i>a.</i> 随机的
range	[rendʒ]	<i>n.</i> 范围
raw	[rɔ]	<i>a.</i> 生的
receipt	[ri'sit]	<i>n.</i> 收条
receptionist	[ri'sepʃənɪst]	<i>n.</i> 招待员
recognition	[rekəg'nɪʃən]	<i>n.</i> 认出
refine	[ri'faɪn]	<i>v.t.</i> 精炼
regardless	[ri'gardləs]	<i>a.</i> 不留心的
regulation	[,regjə'leɪʃən]	<i>n.</i> 规则

reinforce	[ˌrɪnˈfɔːs]	v. 增强
release	[rɪˈliːs]	vt. 释放
relieve	[rɪˈliːv]	vt. 减轻
reluctant	[rɪˈlʌktənt]	a. 勉强的
represent	[ˌreprɪˈzent]	v. 描述
representative	[ˌreprɪˈzentətɪv]	n. 代表
reserve	[rɪˈzɜːv]	n. 储物
resolution	[ˌrezəˈluʃən]	n. 决心
resort	[rɪˈzɔːt]	vi. 求助
retain	[rɪˈten]	vt. 保持
reveal	[rɪˈviːl]	v. 展现
reverse	[rɪˈvɜːs]	n. 反面
rob	[rɒb]	v. 抢劫
route	[ruːt]	n. 路线
routine	[ruːtiːn]	a. 例行的
row	[rəʊ]	n. 排

S

scenery	[ˈsɪnəri]	n. 景色
scenic	[ˈsɪnɪk]	a. 景色好的
scheme	[skɪm]	n. 计划
section	[ˈseɪkʃən]	n. 章节
secure	[səˈkjʊr]	a. 安全的
security	[səˈkjʊrəti]	n. 安全
selection	[sɪˈleɪkʃən]	n. 选择
selective	[sɪˈlektɪv]	a. 选择的
semester	[səˈmestə]	n. 学期
senior	[ˈsɪniə]	a. 年长的
sensible	[ˈsensəbl]	a. 明智的
servant	[ˈsɜːvənt]	n. 仆人
settlement	[ˈsetlmənt]	n. 解决
severe	[sɪˈvɪr]	a. 严厉的
shallow	[ˈʃæləʊ]	a. 浅的
staff	[stæf]	n. 工作人员

stain	[sten]	<i>n.</i> 污点
starve	[starv]	<i>v.</i> 挨饿
statistics	[stə'tɪstɪks]	<i>n.</i> 统计学
status	['stetəs]	<i>n.</i> 地位
steady	['stedi]	<i>a.</i> 稳定的
substance	['sʌbstəns]	<i>n.</i> 物质
substantial	[səb'stænʃəl]	<i>a.</i> 大量的
sunlight	['sʌnlait]	<i>n.</i> 阳光
superficial	[.supər'fiʃl]	<i>a.</i> 肤浅的
superior	[su'piəriə(r)]	<i>a.</i> 较好的
surgery	['sɜ:dʒəri]	<i>n.</i> 外科
suspect	[sə'spekt]	<i>v.</i> 怀疑
suspicion	[sə'spiʃən]	<i>n.</i> 怀疑
suspicious	[sə'spiʃəs]	<i>a.</i> 怀疑的
sweater	['swetə]	<i>n.</i> 毛衣
swing	[swɪŋ]	<i>v.</i> 摇摆
switch	[swɪtʃ]	<i>n.</i> 开关
synthetic	[sɪn'θetɪk]	<i>a.</i> 合成的

T

target	['tɑ:ɡɪt]	<i>n.</i> 靶子
tax	[tæks]	<i>n.</i> 税
temper	['tempə]	<i>n.</i> 脾气
tender	['tendə]	<i>a.</i> 温柔的
thoughtful	['θɔ:tfʊl]	<i>a.</i> 沉思的
threat	[θret]	<i>n.</i> 威胁
tip	[tɪp]	<i>n.</i> 末端; 小费
tone	[təʊn]	<i>n.</i> 音调
tough	[tʌf]	<i>a.</i> 健壮的
trace	[tres]	<i>v.</i> 追踪
track	[træk]	<i>n.</i> 跑道
trap	[træp]	<i>n.</i> 陷阱
treat	[trit]	<i>v.</i> 对待
treaty	['trɪti]	<i>n.</i> 条约

tune	[tʊn]	<i>n.</i> 乐曲
twin	[twɪn]	<i>a.</i> 孪生的
twist	[twɪst]	<i>v.</i> 弯曲

U

union	['juːnɪən]	<i>n.</i> 工会
unique	[ju'niːk]	<i>a.</i> 唯一的
universal	[ˌjuːnɪ'vɜːl]	<i>a.</i> 普遍的
utilize	['juːtl.aɪz]	<i>vt.</i> 利用

V

vacation	[və'keɪʃn]	<i>n.</i> 假期
valley	['væli]	<i>n.</i> 山谷
vanish	['vænɪʃ]	<i>v.</i> 消失
vehicle	['viːhɪkl]	<i>n.</i> 交通工具
venture	['ventʃə]	<i>n.</i> 冒险
verify	['verɪfaɪ]	<i>v.</i> 核实
victim	['vɪktɪm]	<i>n.</i> 牺牲品
violent	['vaɪələnt]	<i>a.</i> 暴力的
virtue	['vɜːtʃu]	<i>n.</i> 美德
virus	['vaɪrəs]	<i>n.</i> 病毒
vision	['vɪʒən]	<i>n.</i> 想象力
vital	['vaɪtl]	<i>a.</i> 生死攸关的
volume	['vɒljum]	<i>n.</i> 卷
vote	[vəʊt]	<i>n.</i> 选票

W

walkman	['wɔːkmən]	<i>n.</i> 随身听
web	[wɛb]	<i>n.</i> 网
website	['websaɪt]	<i>n.</i> 网址
weep	[wɪp]	<i>v.</i> 哭泣
whenever	[wɛn'evə]	<i>conj.</i> 每当
withdraw	[wɪð'drɔː]	<i>v.</i> 收回
withstand	[wɪð'stænd]	<i>v.</i> 经受

witness	['wɪtnɪs]	<i>n.</i> 目击者
worthwhile	['wɜːθ'waɪl]	<i>a.</i> 值得的

Z

zone	[zoʊn]	<i>n.</i> 地区
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二、同根词相互转化

第一组:

arrive-arrival	elect-election	polite-politeness
able-ability	examine-examination	product-production
accept-acceptance	explain-explanation	present-presence
achieve-achievement	expose-exposure	protect-protection
appear-appearance	fly-flight	react-reaction
appoint-appointment	friend-friendship	refuse-refusal
appreciate-appreciation	happy-happiness	respond-response
approve-approval	imagine-imagination	responsible-responsibility
apply-application	impress-impression	scholar-scholarship
astonish-astonishment	improve-improvement	short-shortage
behave-behavior	inform-information	solve-solution
breathe-breath	intent-intention	spell-spelling
complain-complaint	invent-invention	succeed-success
consider-consideration	loyal-loyalty	survive-survivor
decide-decision	move-movement	tempt-temptation
deep-depth	object-objection	thoughtful-thought
depend-dependence	occur-occurrence	threaten-threat
die-death	operate-operation	tour-tourist
differ-difference	necessary-necessity	treat-treatment
difficult-difficulty	peaceful-peace	urgent-urgency
direct-direction	perform-performance	weigh-weight
disappoint-disappointment	permit-permission	able-enable
educate-education	person-personal	act-active

believe-belief	fortunate-fortunately	reception-receptionist
benefit-beneficial	frighten-frightened	regular-regularly
confidence-confident	gold-golden	remark-remarkable
convenient-convenience	health-healthy	respect-respectable
courage-courageous	industry-industrial	satisfaction-satisfied
cost-costly	late-lately	satisfy-satisfactory
crowd-crowded	logic-logically	society-social
danger-dangerous	music-musical	successful-successfully
desire-desirable	nerve-nervous	suit-suitable
differ-different	occasion-occasional	tire-tried
economy-economic	office-official	tradition-traditional
embarrass-embarrassed	plenty-plentiful	value-valuable
expect-unexpectedly	practice-practical	violence-violent
Europe-European	proper-properly	wear-worn
extreme-extremely	reason-reasonable	
fortune-fortunate	ready-readily	

三、写作常用词汇

(一) 社交活动

午餐会	luncheon party	生日宴会	birthday party
晚宴	dinner party	圣诞宴会	Christmas party
家宴	family dinner	游园会	garden party
欢迎宴会	welcoming banquet	舞会	dance party
饯行宴会	farewell banquet	茶话会	tea party
座谈会	symposium	化妆舞会	fancy ball
研讨会	seminar	结婚宴会	wedding dinner
开幕会	opening sitting	自带食品宴会	brown-bag party
闭幕会	final sitting	摘草莓郊游会	strawberry-picking party
冷餐会	buffet party	乔迁宴会	housewarming party
鸡尾酒会	cocktail party	男性聚会	stag party
答谢晚宴	return banquet	女性聚会	hen party

告别单身聚会 bachelor party
准新娘派对 bridal shower
新生儿派对 baby shower
秋天观景郊游会 fall foliage party

野餐会 picnic party
家常聚餐会 potluck party
圣诞树装饰会 Christmas tree-trimming party

(二) 旅游观光

宾馆 hotel
汽车旅馆 motel
单人房 single room
双人房 twin room
双人房 double room
标准间 standard room
豪华间 deluxe room
豪华套房 luxury suite
前台 reception desk
登记入住 check in
结账离开 check out
预订房间 reserve a room
洗衣服务 laundry service
旅行社 travel agency
导游 tourist guide
直达航班 non-stop flight
航班号 flight number
头等舱 first class

经济舱 economy class
商务舱 business class
办理登机手续 check in
登机牌 boarding card
空姐 airline stewardess
起飞 take off
着陆 land
普快 express
直快 through express
特快 special express
出发站 departure station
到达站 destination
终点站 terminal
时刻表 timetable
护照 passport
签证 visa
地铁 subway

(三) 医疗卫生

医院 hospital
诊所 clinic
急诊室 emergency ward
住院部 inpatient department
挂号处 registration office
候诊室 waiting room
外科医生 surgeon
内科医生 physician

全科医生 general practitioner
护士 nurse
肌肉 muscle
骨 bone
头发 hair
头 head
胸 chest
腰 waist

腹	abdomen
背	back
颈	neck
肩	shoulder
臂	arm
肘	elbow
腕	wrist
手	hand
指	finger
牙齿	tooth
额头	forehead
膝	knee
大腿	thigh
小腿	leg
踝	ankle
足跟	heel
心脏	heart
脑	brain
胃	stomach
肝脏	liver
肾脏	kidney

眼睛	eye
鼻	nose
耳	ear
口	mouth
舌	tongue
咳嗽	cough
喷嚏	sneeze
胸疼	pain in the chest
头疼	headache
牙疼	toothache
胃疼	stomachache
腹疼	abdominal pain
背疼	backache
口渴	thirsty
呕吐	vomit
出血	bleed
发烧	fever
心脏病发作	heart attack
X 射线检查	X-ray examination
手术	operation
注射	injection

(四) 体育运动

代表团	delegation
代表团	representative
运动员	player
球员	player
职业运动员	professional
业余运动员	amateur athletes
队长	captain
教练员	trainer
裁判	referee
报名	entry
领队	team leader

报名截止日期	registration deadline
年龄限制	age limit
得分	goal
冠军	champion
亚军	runner-up
季军	third place
优胜者	winner
奖品	prize
奖金	prize money
金牌获得者	gold medalist
银牌获得者	silver medalist

铜牌获得者	bronze medalist	球类运动	ball games
证书	diploma	棒球	baseball
纪念杯	commemorative cup	垒球	softball
纪念章	souvenir badge	乒乓球	table tennis
奖杯	cup	篮球	basketball
入场券	admission ticket	足球	football
室内运动	indoor sports	羽毛球	badminton
室外运动	outdoor sports	网球	tennis
田径运动	track and field	排球	volleyball
短跑	sprint	高尔夫球	golf
100 米赛跑	100-metre dash	曲棍球	hockey
长跑	long-distance race	保龄球	bowling
接力赛	relay race	台球	snooker
马拉松赛	marathon race	自行车运动	cycling
跳高	high jump	武术	wushu
竞走比赛	walking race	太极拳	taiji
跳远	long jump	柔道	judo
举重	weight lifting	击剑	fencing
推铅球	shot put	射击	shooting
摔跤	wrestling	锦标赛	championship
健身房	gym	运动会	sports meeting
健身运动	bodybuilding	亚洲运动会	Asian Games
自由体操	floor exercise	奥林匹克运动会	Olympic Games
健美体操	fitness exercise	世界锦标赛	world championship
有氧运动	aerobics	东道国	host country
引体向上	pull-up	主办城市	host city
俯卧撑	push-up	申办城市	win the bidding
哑铃	dumb-bells	开幕式	opening ceremony
游泳	swimming	闭幕式	closing ceremony
跳水	diving	颁奖仪式	awarding ceremony
冲浪运动	surfing	火炬接力	torch relay
滑雪运动	skiing	宣誓	take an oath
滑冰运动	skating	致欢迎辞	make welcoming address
滑板运动	skateboarding	世界纪录	world record

创造新纪录	set a new record
保持纪录	keep a record
打破纪录	break a record

单打	singles
双打	doubles
抽签	draw lots

(五) 节庆纪念

元旦	New Year's Day
春节	Spring Festival
除夕	the eve of the lunar New Year
元宵节	Lantern Festival
清明节	Qingming Festival
端午节	Dragon Boat Festival
中秋节	Mid-Autumn Festival
重阳节	Double Ninth Festival
劳动节	Labor Day
教师节	Teachers' Day

国庆节	National Day
复活节	Easter Monday
感恩节	Thanksgiving Day
圣诞节	Christmas Day
情人节	Valentine's Day
愚人节	April Fool's Day
母亲节	Mother's Day
父亲节	Father's Day
万圣节	Halloween

(六) 学校教育

学位	degree
学位证书	degree certificate
学士	bachelor
学士学位	bachelor's degree
硕士	master
硕士学位	master's degree
博士	doctor
博士学位	doctor's degree
毕业证书	certificate
毕业文凭	diploma
大专文凭	associate degree
职业教育	vocational education
技术教育	technical education
义务教育	compulsory education
初级教育	elementary education
中等教育	secondary education
大专教育	college education

成人教育	adult education
高等教育	higher education
远程教育	distance education
继续教育	continuing education
终身教育	lifelong education
双语教育	bilingual education
男女同校教育	co-education
特殊教育	special education program
学院	college
专科学院	academy
职业学院	vocational college
师范学院	teachers college
重点大学	key university
中等专科学校	junior college
电大	TV university
分校	branch school
校规	school rule

校风	school discipline	论文	paper
食堂	dining hall	实习	field work
校门	school gate	在职培训	on-the-job training
图书馆	library	学习成绩	school record
寝室	dormitory	奖学金	scholarship
教学楼	classroom building	大学校长	chancellor
实验室	lab	副校长	vice-president
多媒体室	multimedia lab	教务长	dean
阶梯教室	lecture hall	教授	professor
广播站	broadcasting station	副教授	associate professor
传达室	reception office	名誉教授	honorary professor
操场	sports field	客座教授	guest professor
健身房	gym	讲师	lecture
学术报告厅	conference hall	高级讲师	senior lecture
礼堂	auditorium	助教	teaching assistant
必修课	required course	兼职教授	adjunct professor/part-time professor
基础课	basic course	导师	supervisor
专业课	specialized course	外籍教师	foreign teacher
课外活动	extracurricular activity	学科带头人	academic leader
学期	term	班长	monitor
课程	course	班干部	class leader
寒假	winter vacation	班主任	head teacher
暑假	summer vacation	同学	classmate
学费	tuition	校友	alumni
体检	physical examination	学生会主席	president of the student union
作弊	cheating	中学生	middle student
分数	mark grade	大专生	junior college student
学分	credit	本科生	undergraduate
初试	initial test	大一学生	freshman
复试	second interview	大二学生	sophomore
口试	oral examination	大三学生	junior
笔试	written examination	大四学生	senior
面试	interview	研究生	graduate student
军训	military training		

访问学者 visiting scholar
学生会主席 president of student union

走读生 day student
住宿生 boarding student

(七) 个性品质

雄心壮志的 ambitious
主动活跃的 active
适应能力强的 adaptable
有进取心的 aggressive
厌倦的 bored
有能力的 capable
办事细心的 careful
谨慎的 cautious
能胜任的 competent
有信心的 confident
认真自觉的 conscientious
保守的 conservative
体贴的 considerate
乐于合作的 cooperative
富于创造力的 creative
愤世嫉俗的 cynical
乐于奉献的 dedicated
勇于献身的 devoted
可靠的 dependable
干练的 diplomatic
守纪的 disciplined
精力充沛的 energetic
有活力的 dynamic
易于相处的 easy-going
有效率的 efficient
能言善辩的 eloquent
善于表达的 expressive
守信的 faithful
直率的 frank
友好的 friendly

节俭的 frugal
慷慨的 generous
礼貌的 gentle
勤劳的 hard-working
诚实的 honest
好客的 hospitable
谦逊的 humble
幽默的 humorous
富有想象力的 imaginative
有主见的 independent
勤勉的 diligent
独创的 ingenious
创新的 innovative
聪明的 wise
见多识广的 knowledgeable
有学问的 learned
逻辑性强的 logical
忠诚的 loyal
顺从的 obedient
客观的 objective
虚心的 open-minded
乐观的 optimistic
刻苦的 painstaking
热情的 passionate/enthusiastic
耐心的 patient
守时的 punctual
称职的 qualified
理性的 rational
讲道理的 reasonable
可信赖的 reliable

有责任心的	responsible
自觉的	self-conscious
无私的	selfless
敏感的	sensitive
真诚的	sincere
熟练的	skilled
精明的	smart
善于交际的	sociable
坦率的	straightforward

固执的	stubborn
条理分明的	systematic
意志坚强的	strong-willed
健谈的	talkative
宽容的	tolerant
坚韧的	tough
不修边幅的	untidy
多才多艺的	versatile

(八) 衣着服饰

衣服	clothing
制服	uniform
外套	coat
夹克	jacket
衬衫	shirt
领带	tie
背心	vest
T 恤	T-shirt
连衣裙	dress
裙子	skirt
女衬衫	blouse
睡衣	pajamas
浴衣	bathrobe
裤子	pants

牛仔裤	jeans
短裤	shorts
三角裤	briefs
内衣	underwear
文胸	bra
套装	suit
运动衫	sweater
围巾	scarf
短袜	sock
长袜	stocking
凉鞋	sandal
帽子	cap
鞋子	shoe
靴子	boot

(九) 职位职务

建筑师	architect
药剂师	pharmacist
售货员	salesclerk
股票经纪人	stockbroker
技术员	technician
裁缝	tailor
技工	mechanic

电工	electrician
木工	carpenter
油漆工	painter
管道工	plumber
搬运工	porter
焊工	welder
注册会计师	certified public accountant

水泥工	mason	演员	actor
车工	turner	节目主持人	host
救生员	lifeguard	运动员	athlete
消防员	firefighter	裁判员	referee
会计师	accountant	医生	doctor
出纳员	cashier	牙医	dentist
精算师	actuary	内科医生	physician
审计员	auditor	外科医生	surgeon
工程师	engineer	精神科医生	psychiatrist
操作员	operator	护士	nurse
程序设计员	programmer	助产士	accoucheur / accoucheuse
职员	clerk	药剂师	pharmacist
送货员	delivery person	整形医师	plastic surgeon
经理	manager	兽医	veterinarian
厨师	cook	律师	lawyer
园丁	gardener	服务员	waiter
理发师	hairdresser; barber	空姐	air hostess
发型师	hair stylist	调酒师	alcohol mixer
领班	foreman	乘务员	steward
报关员	customs declarer	警察	policeman
外销员	export sales staff	秘书	secretary
财务主管	finance executive	军官	officer
记者	reporter	翻译	translator
特约撰稿人	special contributor	专栏作家	columnist
作家	writer	教练	coach
编辑	editor	教授	professor
采购员	buyer	按摩师	masseur
品管员	Quality Controller	公关小姐	public relations girl
图书管理员	librarian	导游	tourist guide
模特	model	导购小姐	shopping girl-guide
导演	director		

(十) 家居用品

空调	air-conditioning	清洁布	scouring pad
冰柜	refrigerator	烤炉	oven
洗碗机	dishwasher	拖把	mop
甩干机	dryer	开塞钻	corkscrew
微波炉	microwave oven	垃圾桶	bin
移动电话	mobile phone	水壶	kettle
笔记本电脑	laptop	炉灶	cooker
桌上型电脑	desktop	毛巾	towel
录像机	video	牙刷	toothbrush
洗衣机	washer	牙膏	toothpaste
烤面包机	toaster	肥皂	soap
吸尘器	vacuum cleaner	洗衣粉	soap powder
榨果汁机	juice extractor	洗发水	shampoo
照相机	camera	吹风机	blower/hair drier
电话	telephone	剪刀	scissors
电视机	television	剃须刀	razor
收音机	radio	化妆品	cosmetics
录音机	tape recorder	镜子	mirror
熨斗	iron	梳子	comb
时钟	clock	香水	perfume
闹钟	alarm clock	口红	lipstick
家具	furniture	面霜	facial cleanser
沙发	couch	爽身粉	body powder
茶几	end table	洗面奶	facial cleanser
梳妆台	dresser	润肤露	body lotion
壁橱	closet	护手霜	hand lotion
衣橱	wardrobe	沐浴露	body wash
碗柜	cupboard	眼影	eye shadow
书柜	bookcase	腮红	blush
餐桌椅	dining room seat	纸巾	facial tissue
音响柜	stereo cabinet	眉笔	eyebrow pencil
扫帚	broom		

(十一) 经济贸易

正品	quality goods	零售价	retail price
合格商品	quality goods	成品价	cost price
高档商品	up-market product	市场价	market price
精品	choice goods	净价	net price
名牌货	brand names	定价	fixed price
拳头产品	knock-out product	单价	unit price
畅销货	block buster	价目表	price list
脱销商品	out-of-stock commodity	原价	original price
滞销商品	slow-selling goods	报价	quoted price
产品目录	catalogue	总值	total value
品质	quality	卸货费	landing charges
样品	sample	金额	amount
原样	original sample	关税	customs duty
规格	specification	佣金	commission
说明	description	含佣价	price including commission
花色	assortment	现行价格	current price
标准	standard type	国际市场价格	world market price
个数	number	离岸价	free on board
净重	net weight	成本加运费价	cost and freight
毛重	gross weight	到岸价	cost insurance and freight
容积	capacity	代销	sales on a commission basis
体积	volume	经销商	dealer
参考	reference	销售代表	sales representative
宣传小册	pamphlet	市场占有率	market share
货号	article No	净利	net profit
工艺品	artware	淡季	slack season
日用品	daily necessities	订单	sales order
成品	end product	销售发票	sales invoice
特价商品	bargain-priced goods	销售合同	sales contract
库存	inventory	周转	turnover
商标	trademark	季节性调价	seasonal price adjustment
批发价	wholesale price	进口	import

出口	export	电复	cable reply
进口许可证	import license	实盘	firm offer
出口许可证	export license	递盘	bid
信贷	credit	还盘	counter offer
贸易	trade	发盘	offer
顺差	favorable balance	询盘	inquiry
逆差	unfavorable balance	参考价	reference price
国际贸易	international trade	交易磋商	business negotiation
最惠国待遇	most-favored nation treatment	不受约束	without engagement
运费	freight	有效期限	time of validity
港口	port	购货合同	purchase contract
仓库	warehouse	销售合同	sales contract
装运港	port of shipment	确认书	confirmation
卸货港	port of discharge	一般交易条件	general terms and confirmation
目的港	port of destination	以.....为准	subject to
交货	delivery	需经最后确认	subject to final confirmation
轮船	steamship	寄售	consignment
装船	shipment	代理人	agent
租船	charter	总代理人	general agent
交货时间	time of delivery	代理协议	agency agreement
定程租船	voyage charter	专营权	exclusive right
装运期限	time of shipment	独家代理	sole agency
定期租船	time charter	索赔	claim
托运人	shipper	争议	dispute
收货人	consignee	罚金	penalty
班轮	regular shipping liner	仲裁	arbitration
舱位	shipping space	折扣	discount
油轮	tanker	不可抗力	force majeure
报关	clearance of goods	产地证明书	certificate of origin
收据	receipt	品质检验证书	inspection certificate of quality
提单	bill of lading	重量检验证书	inspection certificate of weight
订货	booking		
回复	reply		

外汇	foreign exchange	一月份装船	
外币	foreign currency	shipment during january shipment	
汇率	rate of exchange	一月底装船	
国际收支	balance of payment	shipment not later than jan.31st	
通货膨胀	inflation	分三个月转运	
纸币	paper money	in three monthly shipment	
现金	cash	立即装运	immediate shipment
支票	check	即期装运	prompt shipment
基金	fund	收到信用证后 30 天内装运	
		shipment within 30 days after receipt of L/C	

(十二) 业余爱好

集邮	stamp-collecting	摄影	photography
收集古董	antique-collecting	绘画	painting
打扑克	playing card	裁剪	dressmaking
下棋	playing chess	编织	knitting
做游戏	playing games	制陶	pottery making
听音乐	listening to music	麻将	mahjong
看电影	watching movie	国际象棋	international chess
戏剧	drama	围棋	go-chess
京剧	Peking opera	桥牌	bridge
弹钢琴	playing the piano	文学	literature
拉小提琴	playing the violin	诗歌	poem
口琴	mouth organ	小说	fiction
吉他	guitar	童话	fairy tale
鼓	drum	英语角	English corner
长笛	flute	春游	spring outing
舞蹈	dancing	秋游	autumn outing
钓鱼	fishing	烧烤	barbecue
放风筝	kite flying	野餐	picnic
慢跑	jogging	化装舞会	fancy ball
徒步旅行	hiking	演讲比赛	oratorical contest
露营	camping	朗诵比赛	recitation contest
狩猎	hunting	义务劳动	voluntary labor

俱乐部 club

(十三) 公共交通

公交优先系统 bus priority system

准点 on schedule

晚点 behind the schedule

公共汽车站 bus stop

环形线路 circular route

长途汽车 coach

售票员 conductor

调度站 control station

调度中心 control centre

调度员 controller

加油站 gas station

通用月票 general monthly ticket

地面线路 ground line

枢纽站 junction station

环线 loop line

候车亭 bus shelter

单行线 one-way section

起点站 origin station

远郊区 outer suburb

近郊区 outskirts

过街天桥 over-head crossing

立交桥 overpass

停车场 parking lot

客流 passenger flow

临时线路 temporary line

终点站 terminal

换乘站 transfer station

丁字路口 T-shaped road junction

学生月票 student monthly ticket

红绿灯 traffic light

交通堵塞 traffic jam

十字路口 crossroad

昼夜线路 day and night line

目的地 destination

双层公共汽车 double-deck bus

市中心 downtown

高架有轨电车 elevated tramcar

公共汽车专用道 exclusive bus lane

票价 fare

单一票制 flat fare

立交桥 flyover

全程票价 full fare

磁悬浮列车 magnetically levitated train

干道 main street

计程票制 metered fare

控制系统 monitoring system

夜班车 night bus

非高峰时间 off-peak time

高峰时间 peak time

高峰路线 peak-hour line

地铁 subway

站台 platform

核定载客量 rated passenger capacity

往返车票 return ticket

行车间隔 running interval

座位数 seating capacity

单程车票 single ticket

站位数 standing capacity

（十四）个人资料

省	province	胡同	lane
市	city	未婚	single
县	county	已婚	married
自治区	autonomous region	分居	separated
区	district	离异	divorced
街	street	身体极佳	excellent
路	road		

（十五）教育背景

主修	major	博士	doctor
辅修	minor	学位	degree
课外活动	extracurricular activities	自费生	commoner
社会实践	social practice	实习生	intern
体育活动	physical activities	寄宿生	boarder
奖学金	scholarship	走读生	day student
学士	bachelor	旁听生	guest student
硕士	master		

（十六）道歉

道歉	apologize	借口	excuse
抱歉	regret	失败	failure
原谅	forgive	不便	inconvenience
原谅	pardon	粗心	carelessness
责备	blame	失礼	rudeness
冒犯	offend	失察	oversight
忽视	ignore	麻烦	trouble
疏忽	neglect	补救	remedy
忽略	overlook	挂念的	concerned
消除	remove	内疚的	guilty
行为	behaviour	欠考虑的	thoughtless
过失	fault	不顾他人的	inconsiderate
错误	mistake	无心的	unintentional

误会 misunderstanding
向某人道歉 make an apology to sb
弥补 make up for
为某事向某人道歉

apologize to sb for sth
感到羞耻的 be ashamed of
承担责任 shoulder responsibility

(十七) 感谢

感激 appreciate
感激的 grateful
慷慨 generosity
好客 hospitality
感动的 moved
好意 kindness
感激 gratitude
帮助 assistance
酬答 reciprocate
衷心的 heartfelt
热心的 warm-hearted
考虑周到的 considerate
想得周到的 thoughtful
印象 impression
关系 relationship
感谢 acknowledgement
表达 convey

给予 render
铭记于心 embalm
感激的 obliged
致意 compliment
及时的 timely
支持 support
理解 understanding
无私的 unselfish
鼓励 encouragement
难以言表 beyond words
非常感谢某人 much obliged to sb
表达谢意 extend one's thanks
帮某人忙 do sb a favor
帮助某人解决难题 help sb out
对.....感激的 feel indebted to
表达衷心的感谢 heartfelt thanks

(十八) 推荐

活跃的 active
适应性强 adaptable
有进取心的 aggressive
擅长分析 analytical
周到的 attentive
心胸开阔 broad-minded
认真尽责 conscientious
坚持不懈的 consistent
可信赖的 dependable

意志坚定的 determined
有策略的 diplomatic
严谨有序的 disciplined
效率高的 efficient
精力充沛的 energetic
别出心裁的 enterprising
热情的 enthusiastic
性格外向的 extroverted
有主见的 independent

富于逻辑性	logical
忠诚的	loyal
成熟的	mature
客观的	objective
乐观的	optimistic
可靠的	reliable
机智的	resourceful
有条理的	systematic
介绍人	reference
有天赋的	talented
幽默感	sense of humor
被介绍人	referee

(十九) 邀请

安排	arrange
有空的	free
方便的	convenient
拜访某人	call on sb
高兴的	delighted
真挚的	cordial
出席	presence
宴会	banquet
荣幸	honor
欢迎	welcome
会议议程	agenda
日程表	schedule
会议主题	subject
非正式的	informal

(二十) 投诉

抱怨	complaint
抱怨	complain
不满	dissatisfaction
不满意的	unsatisfied

职业道德	work ethic
留下深刻印象	be impressed with
勤于学习	an eager learner
在.....擅长	excel in
是.....的宝贵财富	a great asset to
符合您的期望	meet your expectation
应.....的要求	at the request of
由.....表明	as evidenced by
极富潜质	with great potential
出色的表现	outstanding performance
毫无保留	without reservation

正式的	formal
聚会	party
舞会	ball
研讨会	seminar
野餐	picnic
邀请	invite
聚会	get-together
款待	entertain
邀请	invitation
参与	participation
请某人到家中做客	invite sb over
为了表示对.....的崇敬	in honor of
代表	on behalf of
发出邀请	extend one's invitation

索价过高 overcharge
 未煮透的 underdone
 烧焦的 burnt
 不卫生的 unsanitary
 无味道的 tasteless
 淡而无味的 bland
 咸的 salty
 辛辣的 spicy
 苦的 bitter
 酸的 sour
 味道浓烈的 tangy
 不方便的 inconvenient
 烦人的 annoying
 不耐烦的 impatient
 肮脏的 dirty
 糟糕的 awful
 粗鲁的 rude
 使人心烦的 upset
 嘈杂的 noisy
 讨厌的 disgusting
 有缺陷的 defective

生锈的 rusty
 无法容忍的 intolerable
 不可思议的 inconceivable
 令人吃惊 shock
 干扰 disturbance
 损坏 damage
 阻挡 block
 厌烦 be sick of
 没有礼貌 bad manners
 引起某人的注意 draw one's attention
 把某人逼疯 drive sb mad crazy
 卫生条件 sanitary situation
 出故障 break down
 最终使人无法承受的事 the last straw
 差劲的服务 poor service
 令人大失所望 out of one's expectation
 令人失望的 to one's disappointment
 受到不公平对待 unfairly treated
 对某事不满 be not satisfied with sth
 就某事投诉 complain about sth



真题解析与 答案篇

高等学校英语应用能力考试 (A 级)

——2017 年 12 月试卷答案与解析

Part I Listening Comprehension

Section A

1. A) 细节题。男士问：“苏珊，你知道申请到中国的签证要多长时间吗？”女士回答说：“恐怕要 5 到 7 个工作日。”问题是：两人在谈论什么事。通过对话内容可知两人在谈论申请中国签证所需要的时间。故选 A)。
2. D) 推理题。问此对话发生的地点。通过对话内容我们，男士在为女士点餐，女士说想要一碗蔬菜汤和一份北京烤鸭。由此，我们知道他们的对话地点在餐馆。故选 D)。
3. C) 细节题。题干男士询问女士从哪里得知公寓的信息。通过对话内容可知，她是在昨天的报纸上看到的。故选 C)。
4. A) 细节题。题干问男士需要为报告做什么。通过对话内容可知 David 在两周内要再次核对所有的统计数据，故选 A)。
5. B) 细节题。题干问女士是什么意思。通过对话内容可知，她认为布朗先生是适合该职位的人选，故选 B)。

Section B

Conversation 1

6. D) 细节题。题干问男士因为什么原因打电话。根据对话内容可知，他是要预订酒店房间。故选 D)。
7. A) 细节题。男士问何时到达宾馆。根据对话内容可知，他将于 4 月 25 日到达。故选 A)。
8. B) 细节题。在此会话中，询问男士最后想知道什么信息。根据对话内容可知，他想问登记入住宾馆的时间。故选 B)。

对话大意：一位男士到长城酒店预订房间。服务员询问后得知他到达的确切日期是 4 月 25 日、打算住 3 天、预订一间房间。同时，得知男士的姓名是查尔斯·怀特先生，电话号码是 55545783。由此可知，客人的入住时间是 4 月 25 日下午 2:00。

Conversation 2

略。

Section C

11. celebrate 本题考查考生对非谓语动词(动词不定式)的听辨理解能力。空格前面是介词 to, 根据要求, 空格处应该填入动词原形(词组)作定语。录音提供的是 celebrate 为正确答案。
12. set up 本题考查考生对动词时态的听辨能力。主句谓语空格处需要填写动词现在完成时部分, 显然空格处需要填入过去分词, 录音提供的是 set up 为正确答案。
13. take this opportunity 本题考查考生对动词词组的听辨能力。空格前面已有助动词 would, 根据其使用特点, 它后面可以直接带 to (也可省略) 的动词不定式作其宾语, 因此我们可以断定, 空格处缺少一个动词, 因此可以推断此处应填入动词原形词组, 录音提供的是 take this opportunity 为正确答案。
14. support 本题考查考生对名词的听辨能力。空格后面有 of customers 的名词短语, 空格前面是谓语动词 need, 显然空格处只能是名词。录音提供的是 support 为正确答案。
15. best service 本题考查考生对名词词组的听辨能力。该空格的后面是句号, 证实了空格处需要填入形容词与名词组成的短语, 录音提供的是 best service 为正确答案。

短文大意: 女士们, 先生们, 晚上好! 我谨代表本公司感谢你们前来参加我们在哈蒂斯堡的新设立的分公司的开业典礼。这个部门是我们在这个国家设立的第 10 个办事处。我很高兴我们终于在东南地区开了一家分公司。现在, 我想借此机会感谢这里所有的工作人员, 感谢你们为设立分公司所做的努力。为了成功地运营分公司, 我们需要像您这样的客户的支持。我们将尽最大努力为你们提供最好的服务。

Section D

16. exciting 细节题。问演讲者是如何谈论大学生活的。据原文“ College life is an exciting experience in our life. ”可知, 大学生活是我们生活中令人兴奋的经历。所以此处应填 exciting。
17. understanding 细节题。问在大学可以获得什么。根据原文“ It is in college that you get better understanding of yourself and of your capability. ”可知大学生活会使你更好地了解自己和发现你的能力。所以此处应填入

- understanding.
18. more difficult 细节题。问演讲者针对大学学习说了什么问题。根据原文 “ Study is going to be more difficult. ” 可知，大学的学习将会比较难。所以此处应填写 more difficult。
19. sports competitions 细节题。问演讲者提到了可以参加哪些娱乐活动。根据原文 “ There would be events like play, festivals, debates, sports competitions and many more fun activities. ” 可知道大学的娱乐活动有演出、节日庆典、辩论赛、体育比赛和其他有趣的活动。所以此处应填入 sports competitions。
20. future career 细节题。问演讲者在结尾时告诉学生什么。根据原文 “ This is your time now and you’ re going to make a decision of your future career. ” 可知，现在是你们的时代，你们得为将来的职业做决定。所以此处应填入 future career。

短文大意：从现在开始，你成为大学生了。在我们生活中，大学生活是令人激动的经历。在大学里，你能更好地了解自己和发现你的能力。不管你是进入社区大学还是上一所一流大学并不重要。大学学习将会更加具有挑战性。你的责任感和工作负担也会增加，所以你必须为此做好准备。大学也涉及很多的入学问题。大学设有演出、节日庆典、辩论赛、体育比赛和其他有趣的活动。毫无疑问，你们将拥有一批优秀的教师执教。现在是你们的时代，你们将决定未来的职业生涯。

Part II Structure

Section A

21. D) “我对于 2018 年 3 月 8 号到 12 号在北京希尔顿酒店举办的培训课程很感兴趣。” 本题考查被动语态和一般将来时的用法。空格处为谓语部分，与 which(指代 training course) 的关系是被动，应使用被动语态；并且此培训课程还未开始，时态用一般将来时。故选 D)。
22. A) “在论文中，约翰想要确定最终项目结果的因素。” 本题考查连接代词 what 的用法，空格处为宾语从句的主语部分，为事物，故选 A)。
23. D) “我认为除了对于给我带来的不便表示道歉之外，我有权要求全额返款。” 本题考查过去分词作后置定语 的用法，空格处为过去分词作后置定语，修饰 inconvenience，由于 inconvenience 和 cause 之间的关系为被动，所以用过去分词，故选 D)。
24. C) “最近的研究表明休假和请假的员工的工作效率比不休假的员工更高。” 本题考查比较级的用法，通过空格后的 than 判断，此处应为比较级，排除 A 和 B，句中是“ 休假员工 ” 和 “ 不休假员工 ” 二者比较，排除 D 项 (least 是三者及以上最少的)，故选 C)。

25. B) “只有采用最高的诚信标准，我们才能赢得客户和合作公司的信任。” 本题考查倒装句的用法，only 加状语位于句首，句子要倒装，情态动词 can 提到主语之前，故选 C)。
26. C) “如果我那个时候知道这些挑战，我就不会自己创业了。” 本题考查虚拟语气的用法，if 引导的非真实条件句，用虚拟语气，根据句意，是对过去事情的虚拟，从句用过去完成时，故选 C)。
27. A) “直到去年 7 月，我们才开始分发电子阅读器并开设网上书店。” 本题考查强调句的用法，此句为强调句型，it is/was+被强调部分+who/that...，一般说来，被强调部分指人时用 who，指事物时用 that，此处强调的是时间，故选 A)。
28. B) “在图书馆找了几个小时都没有找到有用的材料，我就向教授寻求帮助。” 本题考查现在分词的完成式，现在分词的完成式表示其动作在谓语动词的动作之前完成，作时间或原因状语，找资料是发生在寻求帮助之前，故选 B)。
29. B) “在某种程度上，所有主管经理都参与人力资源的工作。” 本题考查固定搭配，to degree 为固定搭配，意为“在……程度上”，故选 B)。
30. D) “我们在线电脑维修和技术支持能很方便地在线修理你的电脑，不需要将你的电脑带离房间。” 本题考查的是使役动词的用法 have/let/ make sb. /sth. Done 意为“让……被……”，此处电脑和修理是被动关系，故选 D)。

Section B

31. effectively “本章节将帮助你准备及撰写备忘录，能使你在工作中更有效地交流。” 此处考查词形转换，空格前为动词 communicate，此处应为副词修饰它，故将 effective 变 effectively。
32. attached “感谢您发来的电子邮件，欢迎您对所附建议提出反馈意见，我们将不胜感激。” 此处考查词形转换，空格后为名词 proposal，此处应用形容词修饰它，故将 attach 变为 attached。
33. difference “轻微强度锻炼者的大脑和不锻炼的人的大脑没有什么区别。” 此处考查词形转换，空格前为 no，此处应填它修饰的名词，故将 different 变为 difference。
34. were required “当他们进入那个区域，参观者们被要求关闭智能手机。” 此处考查一般过去时的被动语态，空格应为谓语动词，首先考虑时态，跟从句保持一致，所以用一般过去时，再判断主语 visitors 和 require 之间的关系是被动，又是复数，故将 require 变为 were required。
35. buying “当谈到消费习惯时，他建议购买由可循环利用的材料制作而成的产品。” 此处考查固定搭配，suggest doing sth. 意为“建议做某事”，故将 buy 变为 buying。

Part III Reading Comprehension

Task 1

36. D) 细节题。根据短文第二段最后一句 “By communicating these things clearly, you avoid the risk that an employee can misinterpret your friendship and behave in an unprofessional manner” 可知, 选 D)。
37. B) 细节题。根据短文第三段第一句 “保持一定程度的社交” 可知, 经理最好保持一定的社交, 不能超过限度。A、C、D 三项均为错误选项, 不能选择。故选 B)。
38. A) 细节题。根据短文第四段第二句 “可能你想尽量与员工保持友好的关系, 因为这会强化你的团队。” 只是通过与员工交朋友的方式, 故选 A)。
39. C) 词义题。第四段第三句前半句提到 “有些管理培训课程强调, 经理应该询问员工的个人生活”, 后半句说 “如果不诚恳的话, 会起到反效果”, 根据上下文句意, backfire 意为 “事与愿违, 产生反效果”, 故选 C)。
40. B) 主旨题。根据全文内容, 本文的大意是对经理如何和员工保持良好的工作关系提出的三点建议, 故选 B)。

短文大意: 想要成为一名好的经理, 你必须明确注意划分你和员工之间的界限。你需要记住以下几点: 1) 注意你与员工的关系。为了保持他们对你的尊重, 在友好对待员工的同时, 你必须正视你们之间的工作关系。也就是说, 你要清楚自己的工作目标, 知道如何让员工帮助你实现这些目标, 并让他们知道从你那可以获得什么。有效地与员工沟通, 这样会避免员工对你们的友情造成误解并表现得不专业。2) 保持一定程度的社交关系。在办公室通常都会存在许多社交网, 不管是周五的午餐还是工作后的畅饮, 经理们自然要参与其中。记住要与每个人交流, 别在晚会上独自一人喝闷酒, 也别仅限于办公室的交流。因为你要保证既赢得员工的尊重又受到他们的喜欢。3) 不要假装。可能你想尽量与员工保持友好的关系, 因为这会加强你的团队 (信心)。然而有些管理培训课程强调, 经理应该询问员工的个人生活, 比如他们的假期计划、家庭和孩子等。但如果员工认为他不够诚恳的话, 那么这样做就会事与愿违。偶尔询问员工是可以的, 但是不要太多。我们了解一个人是需要时间的。

Task 2

41. C) 细节题。根据第一条条款可知 “我了解此设备必须还至 U-Haul 处,” 故选 C)。
42. A) 细节题。根据第三条条款可知 “租用者有义务通读并理解用户须知和要求,” 故选 A)。
43. D) 词义题。根据第五条条款可知 “distracted” 驾驶非常危险, 会造成车祸或者是撞车, 后面提到了不能在驾驶时打电话, 由此可知, distracted driving 指在驾驶的时候干别的事情, 即指驾驶者在驾驶过程中, 其注意力受到其他事物的影响而分心, 故选 D)。
44. B) 细节题。根据第五条条款可知 “只能使用手持电话拨打紧急话,” 故选 B)。

45. C) 推断题。根据全文内容可知, 本文是关于租用汽车的条款, 故选 C)。

短文大意 租用 U-haul 设备之前, 我应该仔细阅读以下信息: 1) 此设备必须归还至租用 U-Haul 处。如果在其他地点设置的 U-Haul 归还设备, 需支付至少 2 倍的租金。2) 该设备是抗水型并不是防水型。3) 我已得到相应的用户手册, 有义务读懂并理解用户须知和要求。4) 还可以通过 uhaul.com/contact/email.aspx 联系 U-Haul 客户服务中心。5) 分心驾驶非常危险, 会造成撞车并导致严重的伤残甚至是死亡事故。我同意在驾驶时不使用手机 (除了紧急电话)。若未遵守协议将视为违约。6) 我承认我已收到并同意此租赁合同和租赁附录的条款和条件。

Task 3

- | | |
|------------------------|---|
| 46. 1984 | 根据第三段最后一句 “ MFN has been feeding Mississippians since 1984. ” 可知正确答案。 |
| 47. families | 根据第三段第二句 “ we make sure that children, families and seniors in our service area have food. ” 可知答案。 |
| 48. emergency shelters | 根据第四段第一句 “ At MFN, we partner with 430 food pantries, emergency shelters and soup kitchens in our community ... ” 可知答案。 |
| 49. 18 million | 根据第四段最后一句 “ we distribute more than 18 million pounds of food annually... ” 可知正确答案。 |
| 50. 70 meals | 根据第六段最后一句 “ you donate helps provide food for 70 meals ” 可知正确答案。 |

短文大意: 你能直视孩子的眼睛并告诉他们今晚什么也吃不到吗? 不能。这就是为什么我们要建立密西西比食品网络 (简称 MFN) 的原因。密西西比食品网是一个非营利性质的组织。作为美国供应商品组织的一名成员, 我们确保在我们服务区域的孩子、家庭和老人有食物可吃。MFN 从 1984 年就开始给密西西比人提供食物。在 MFN, 我们与社区的 430 个食品供应站、应急避难所和赈济处合作, 给饥饿的邻居们提供所需食物。正因为有像你们这样的伙伴, 我们每年为服务区域的饥饿人群捐出 1800 多万磅的食物。这种方式能有效地帮助邻居。你的加入能让这场对抗饥饿的战争变得不同。今天就送出你的礼物, 每捐献 10 美金就能提供 70 次餐食。

Task 4

- | | | | | |
|-------------------------------|----------|----------|----------|----------|
| 51. L, F | 52. C, O | 53. E, Q | 54. M, K | 55. H, I |
| A —Air pollution | | | | 空气污染 |
| B —Air quality | | | | 空气质量 |
| C —Alternative energy sources | | | | 替代能源 |
| D —Carbon emissions | | | | 碳排放 |
| E —Carbon footprint | | | | 碳足迹 |

F —Climate change	气候变化
G —Electric vehicle	电动车辆
H —Energy efficiency	能源效率
I —Fossil fuels	矿物燃料
J —Greenhouse effect	温室效应
K —Renewable energy	可再生能源
L —Sustainable development	可持续发展
M —Zero emissions	零排放
N —Environmental impact	环境影响
O —Global warming	全球 (气候) 变暖
P —Environmental compensation fee	环境补偿费
Q —Solid waste management	固体废弃物管理

Task 5

56. new production plant 根据第二段第一句 “... invite you to the opening of our new production plant ...” 可知答案。
57. regular and loyal 根据第二段第二句 “You have been our regular and loyal customer over the last seven years ...” 可知答案。
58. at the top 根据第三段第二句 “The aim of our company is to remain at the top for years to come ...” 可知答案。
59. a comfortable seat 根据第四段第二句 “Please make arrangements to arrive on time so that our organizers can find you a comfortable seat.” 可知答案。
60. January 5 根据第四段第四句 “Kindly confirm your availability for the event by January 5, so that ...” 可知答案。

短文大意：本文是一段邀请函。非常荣幸能写信邀请休斯先生于 2018 年 1 月 12 日（周五）参加我们位于巴恩斯利大道新工厂的开工典礼。因为他是我们忠实的老客户。如果没有忠实顾客的帮助和支持，我们不可能成为全国最好的面粉厂之一。我们十分感激他们对我们的成功所做出的贡献。剪彩仪式将于下午 1 点开始。请休斯先生做好安排准时到达，以便我们为他提供舒适的席位。我们将对我们的忠实客户提名致谢，希望届时出席。

IV Translation-English into Chinese

61. B)—A)—C) 正确理解本句结构为系表结构，后面加上一个让步状语从句。regaining 意为“重新获得”，A、C 两项均没翻译出来，故 B 项最佳。respond promptly 意为“及时回复”，customer's confidence 意为“客户信心”。
62. C)—B)—A) 正确理解该句为复合句型，包括两个条件状语从句。decide to do 意为“决

定做某事”，cancel 意为“取消”，as long as 意为“只有”，C 项为最佳答案。A 项将“given 30 days”翻译成 30 天后与乙方一起修改，完全不合题意，故为最差答案。

63. B)—C)—A) 正确理解本句为系表结构，it 作形式主语，真正的主语是后面的 to do 结构。make sure 意为“确保”，employees 意为“员工”，B 项为最佳答案。how all the jobs in the company work，C 项译为“公司如何运营”，A 译为“使公司所有工作有序运营”，相比而言，C 项较好。

64. B)—A)—C) 正确理解该句为主谓宾结构，加上条件和时间状语。其中 once 意为“一旦”，表示条件，只有 B 项翻译正确。故为最佳答案。enroll 意为“注册，报名”，B 项符合，C 项的“颁发结业证书”句中没有提到，故 A 项优于 C 项。

65. 参考译文：

在家工作有许多优点，比如时间灵活，能照顾家庭。但是，同样也有一些缺点。例如：如果你不在传统的办公室工作，你就很难了解办公室文化。这是在办公室才能体会的归属感。你可以在办公室的公共区域和你的同事见面和聊天。

Part V Writing

Dear Mr. Johnson,

I bought a washing machine from ABC Department Store two weeks ago, but I regret to tell you that it went down six days later. After checking, I assumed that the machine couldn't run well due to the improper switch. I called the Customer Service Center many times and they promised to offer on-site repair. However, they haven't replace any one yet. Therefore, I would like to ask you to send a new one. Otherwise, I demand that a full refund be made to me.

Thank you for your consideration and I will be looking forward to your reply.

Yours, sincerely

Wang Xiaolin

Tapescripts

Section A

1. M: Susan, do you know how long it takes to apply for a visa for China?

W: 5 to 7 work days, I'm afraid.

Q: What are the two people talking about?

2. M: May I take your order, Madam?

W: Yes, I'd like a vegetable soup and Peking Duck, please.

Q: Where does the conversation most probably take place?

3. W: I'm calling to ask about the apartment you advertised in yesterday's newspaper.

M: Yes, it's still available. Would you like to take a look?

Q: Where does the woman get the information of the apartment?

4. W: When can you finish your project report, David?

M: At least in two weeks. I have to check all the statistics again.

Q: What does the man have to do with his report?

5. M: Do you think Mr. Brown is qualified for this position?

W: Yes, he would be a perfect choice.

Q: What does the woman mean?

Section B

Conversation 1

W: Good morning, Great Wall Hotel.

M: Good morning. I'd like to make a reservation for one room.

W: No problem. What's the exact day of your arrival?

M: (7)April 25.

W: How long will you be staying?

M: For 3 nights.

W: Your name, please?

M: Charles White.

W: OK, Mr. White. And your phone number, please.

M: It's 55545783. (8)By the way, what's your check-in time?

W: 2:00 in the afternoon.

M: Great, thank you so much.

Q6: Why does the man make the phone call?

Q7: When will the man arrive at the hotel?

Q8: What does the man want to know at the end of the conversation?

Conversation 2

W: Hello, Mr. Johnson, I'm calling to say goodbye to.

M: Hi, Mary. How time flies! When are you leaving?

W: This Wednesday. I must thank you for what you've done for me during my stay here.

M: When does the plane leave?

W: 10:00, Wednesday morning.

M: I see. Let me ask Linda to drive you to the airport.

W: Thanks. It's very kind of you. Welcome to visit my country when you have time.

Q9: Why does the woman call the man?

Q10: How will the woman get to the airport?

Section C

Good evening, ladies and gentlemen! On behalf of our company, I'd like to thank you for coming to celebrate the opening of our new branch office in Hattiesburg. This branch is the 10th office we have set up in the country. I'm glad we finally opened a branch in the southeast area. Now, I would like to take this opportunity to thank all the staff here for your efforts to establish the branch. In order to successfully operate the branch, we need the support of customers like you being present. We will do our best to provide you with the best service. Thank you very much.

Section D

From now on, you are college students. College life is an exciting experience in our life. It is in college that you get better understanding of yourself and of your capabilities. It doesn't matter whether you're attending a community college or a top university.

Study is going to be more difficult. Your responsibility and workload would also increase, so you have to get ready for that. College also involves much of entertainment. There would be events like plays, festivals, debates, sports competitions and many more fun activities. No doubt you will be having a great faculty and teachers. This is your time now and you're going to make a decision of your future career.

Q16: What does the speaker say about college life?

Q17: What will you get in college?

Q18: What does the speaker say about study in college?

Q19: What entertainment events does the speaker mention?

Q20: What does the speaker tell the students at the end of the speech?

高等学校英语应用能力考试 (A 级)

——2017 年 6 月试卷答案与解析

Part I Listening Comprehension

Section A

1. D) 推断题。男士问女士：“请问可以用一下打印机吗？”女士答说：“打印机发生故障 (out of order) 了。”问题：女士的回答是什么意思？故选 D)。
2. B) 细节题。男士对女士说：“你好，玛丽！我找到了一份新工作，薪水不错。”女士听后回答说：“真的？祝贺你！”问题：女士为什么祝贺男士？故选 B)。
3. C) 细节题。女士问：“先生，有什么可以帮您的？”男士答：“我想要租辆车 (rent a car)，为期一周。”问题：男士想要干什么？故选 C)。
4. A) 推断题。女士说：“早上好！有什么问题？”男士答：“我想要把这件衬衫换为大些尺寸的。”问题：男士为什么要换衬衫？故选 A)。
5. A) 细节题。女士说：“您好！销售部。”男士答：“您好！我是 ABC 公司的约翰·史密斯，想请你们的销售经理接电话。”问题：男士想要跟谁说话？故选 A)。

Section B

Conversation 1

6. D) 提问题。女士为什么认为交货太晚了？对话中，女士提到 “the sales season for this commodity is coming soon”，故选 D)。
7. C) 提问题。就交货，男士提出什么建议？对话中，男士说 “Maybe we can deliver the goods by air instead of by train”，可知正确答案为 C)。
8. A) 询问题。女士什么时候可以拿到货物？对话中，男士说 “you can receive them next week”，故选 A)。

对话大意：女士问男士下周是否可以把货物送到，男士告诉女士不能，最早要下月初。女士感觉太晚了，因为该商品的销售季即将到来。女士问男士有什么其他办法可以做到。男士建议空运，虽然花费会多些，但是下周可以送到。女士说也许这是目前唯一能做的。

Conversation 2

9. B) 提问题。男士应聘什么职位？对话中，当女士问男士应聘什么职位时，男士说 “HR

manager assistant”，所以 B) “HR manager assistant” 是正确答案。

10. D) 提问题。男士兼职做过多长时间的经理助手？对话中，女士问男士是否有工作经历，男士说 “I worked part-time as a HR manager assistant for six months”，故选项 D) “6 months” 为正确答案。

对话大意：男士想应聘该公司的人力资源经理助理（HR manager assistant）职位，他告诉女士他在大学里学的专业是商务管理，并兼职做过 6 个月的经理助手。然后，女士请男士填表并等待进一步的通知。

Section C

11. daily tasks 12. tourist season 13. followed 14. permits 15. concerning

短文大意：此文是会议主持者说的一段话。首先，主持者欢迎并感谢所有在接到通知这么短的时间里来参加会议的人，因为大家都很忙，能从日常工作中抽出时间来参加会议不容易。会议的议题是关于即将到来的旅游季。首先要讨论来自德国的旅游团，然后讨论北美旅游团，接着讨论亚洲旅游团。时间允许的话，将讨论 9 月初的澳大利亚旅游团。最后，会议主持者想就去年的旅游情况听听与会者的反馈意见，以及在哪些方面可以改进。

Section D

16. Bicycles 来自原文 “We produce many brands of bicycles.”
 17. 50 years ago 来自原文 “Our company was set up 50 years ago.”
 18. at home 来自原文 “And they sell very well both at home and abroad.”
 19. after-sales service 来自原文 “Because of the high quality and good after-sales service we provide, ...”
 20. special discount 来自原文 “For large orders, we promise to give you a special discount.”

短文大意：该文是介绍公司的一段话。本公司是中国领先的自行车制造商之一，建于 50 年前，生产不同品牌的自行车，这些自行车在国内外均畅销。公司在全世界都有经销商，在伦敦也有办事处。由于其高质量以及良好的售后服务，本公司生产的自行车享有良好的声誉。如果对本公司的产品感兴趣，可以把商品目录和价格单寄过来。如果订单大的话，公司承诺给予特别折扣。

Tapescripts

Section A

1. M: Excuse me. May I use this printer?
 W: Sorry, it's out of order.
 Q: What does the woman mean?
 2. M: Hi, Mary! I have got a new job. The salary is good.
 W: Really? Congratulations!

Q: Why does the woman congratulate the man?

3. W: Can I help you, Sir?

M: Yes, I want to rent a car for one week.

Q: What does the man want to do?

4. W: Good morning. What's the problem?

M: I'd like to change this shirt for a larger size.

Q: Why does the man want to change the shirt?

5. W: Hello! Sales Department.

M: Hello! I am John Smith from ABC company. May I speak to your manager?

Q: Whom does the man want to speak to?

Section B

Conversation 1

W: Mr. Johnson, can you deliver our goods next week?

M: No, I'm afraid we can't.

W: When is the earliest time we can receive them?

M: Early next month, I think.

W: It's too late. You see, the sales season for this commodity is coming soon.

M: Yes, I understand.

W: Is there anything else you can do?

M: Maybe we can deliver the goods by air instead of by train.

W: Well, the cost will be much higher.

M: That's true. But you can receive them next week.

W: Alright, perhaps that's all we can do now.

Q6: Why does the woman think the delivery is too late?

Q7: What suggestion does the man make to deliver the goods?

Q8: When can the woman receive the goods?

Conversation 2

W: Good afternoon, Sir! May I help you?

M: Yes, I would like to apply for a job at your company.

W: Good, but what position are you applying for?

M: HR manager assistant.

W: What's your major at college?

M: Business management.

W: That's good! And have you got any experience?

M: Yes, I worked part-time as a HR manager assistant for six months.

W: Fine! Now please fill in this form and wait for our further notice.

M: OK! Thank you very much.

Q9: What position is the man applying for?

Q10: How long did the man work part-time as a HR manager assistant?

Section C

I think we'll begin now. First I'd like to welcome you all and thank you for your coming, especially at such short notice. I know you are all very busy and it's difficult to take time away from your daily tasks for meetings.

As you can see on the agenda, today we will focus on the upcoming tourist season. First we'll discuss the groups that will be coming in from Germany. After that, we'll discuss the North American tours, followed by the Asian tours. If time permits, we will also discuss the Australian tours which are booked for early September. Finally, I'm going to request some feedback from all of you concerning last year's tours and where you think we can improve.

Section D

Good morning, ladies and gentlemen! Let me introduce our company to you first. We are one of the leading bicycle manufactures in China. Our company was set up 50 years ago. We produce many brands of bicycles. And they sell very well both at home and abroad. We have agencies all over the world and we have an office here in London too. Because of the high quality and good after-sales service we provide, our bicycles enjoy a good reputation. If you are interested in our products, we can send you our catalogue and price list. For large orders, we promise to give you a special discount.

Q16: What product does the company produce?

Q17: When was the company set up?

Q18: Where are their products sold?

Q19: According to the speaker, why do their products have a good reputation?

Q20: What does the speaker promise to give for a large order?

Part II Structure

Section A

21. C) “我们的企业文化是创造友好并令人振奋的环境以确保我们取得成功。” 本题考查

连接代词的用法。从句子结构来看,空格处应该是一个引出表语从句的连接代词,并在从句中做主语。从选项可知,在表语从句中可做主语的只有 what (.....的东西/事情),所以正确答案为 C)。

22. D) “大多数人被这家 IT 公司已经破产的新闻震惊了。” 本题考查同位语从句的用法。同位语从句所修饰的词通常是少数一些表示抽象意义的名词,如 belief, doubt, fact, hope, news 等,所以正确答案为 D)。
23. B) “如果我处于你的位置,我也许就会设法找一个更好的工作。” 本题考查虚拟语气的用法。本句是对现在的虚拟,表示与现在事实相反的情况。主句为 would do,从句是动词的过去式。虚拟语气中系动词 be 均用 were,故正确答案为 B)。
24. C) “如果你太忙而不能参加会议,你可以派你的助理代替你。” 本题考查 too ... to ... 句型。此处 too ... to ... 结构表示否定的意思,意为“太.....而不能.....”,故正确答案为 C)。
25. D) “我还得再等 2 个月才能把车修好。” 本题考查 have sth. done 的用法。have sth. done 结构中的宾语与宾语补足语动词(过去分词)是被动关系,意思是“(主语)请别人完成某事”,故 D) 为正确答案。
26. B) “调查者中,有 62% 的人说吃饭时他们总会避免使用智能手机。” 本题考查动名词的用法。avoid 后面只接动名词形式,英语中有些动词后只跟 doing,除 avoid 外还有 admit, consider, enjoy, finish, keep, suggest 等。所以本题正确选项为 B)。
27. A) “人力资源部是任何企业中员工福利的一个重要部门,不管它有多小。” 本题考查 no matter ... 引出的让步状语从句的用法。no matter 意为“无论、不管”;no matter what (when, where, who) 等的含义为“不管/无论什么(何时,哪里,谁)”,故正确答案为 A)。
28. D) “按照规定,需要进行检查以保证这些系统运行良好。” 本题考查被动语态的用法。句中填空前的 inspections 是主语,意思是“检查”。应该是由人来进行检查,所以空格处要填的动词应该是被动形式的,故 D) 为正确答案。
29. C) “在你考虑提出晋升之前,要确保要么某个职位是空缺的,要么有一个新职位需要创建。” 本题考查连接词的用法。either...or...意为“或者.....或者.....;要么.....要么.....”,表示两者之一,连接句子中两个并列的成分,故正确答案为 C)。
30. B) “交通太拥挤了,我听不清他刚才在说什么。” 本题考查过去进行时态的用法。主句中的时态是过去进行时(was making),so ... that 的结果状语从句中的宾语从句谓动词也表示过去进行时,即听不见他正在说什么,故正确答案为 B)。

Section B

31. personal “我们团队将要约见每一个人,以知晓他或她的个人目标以及职业目标。” 本题考查平行结构的用法。英语中,and 连接的前后两个词(短语)

- 是相同结构或相同形式的。句中，并列连词 and, but, as well as, or, both...and, neither ... nor, either ... or, not only ... but (also) 等可连接两个对等的词或对等的结构。此句中，and 后面是形容词 vocational，所以空格处要用 person 的形容词形式 personal。
32. to know “ 这些问题能使面试者知道在某些情况下你之前是如何做出反应或表现的。 ” 本题考查动词不定式的用法。enable sb. to do sth, 故应填不定式 to know。
33. asking “ 请求晋升之前，设法查明你们公司里的决策者们对你的看法。 ” 本题考查动名词的用法。before 是介词，后面应该用动词的 ing 形式，故应该填 asking。
34. impression “ 他们觉得他们的沟通能力是能否被雇佣的最重要的因素。 ” 本题考查词性转换。空格前有定冠词 the，所以空格处应填名词，impress 的名词形式为 impression。
35. more effective “ 我们相信未来电子化学习会比传统的教学更有效。 ” 本题考查形容词比较级。空格后有表示比较级的连接词 than，前面有系动词 be，所以空格处应填形容词的比较级，通过上下文判断，此处正确答案应为 more effective。

Part III Reading Comprehension

Task 1

36. B) 细节题。第一段第二句话提到 “ While you likely will find some valuable advice, you may come across a few tips that could mislead you. ”, 故选 B)。
37. A) 细节题。第二段提到 “ If yours is longer than the rest, it might not get read at all. ”, 故选 A)。
38. B) 细节题。第二段提到 “ a clear introduction that lets employers know which job you are applying for and why you are interested in the position ” 故选 B)。
39. C) 细节题。第二段最后一句提到 “ And a concluding paragraph that tells employers how you will benefit their company and requests a future meeting. ”, 故选 C)。
40. C) 主旨大意题。本题就书写信件的目的进行选择。第三段最后一句 “ Remember that the point of a cover letter is to tell employers something that makes them want to meet you. ”, 故选 C)。

短文大意：简述写一封强有力的求职信是个挑战，可能会使求职者不断地寻找建议，但是要谨慎，因为你会碰到一些误导你的建议。比如，“ 你需要一封很长的求职信 ”。这可能是 “ 糟糕的求职信提示 ” 之一。需要考虑的是：招聘负责人有成堆成堆的简历和求职信要看。如果你的求职

信比别人的长,也许根本就不会看了。把你的要点用 3 个段落描述即可:简明扼要地介绍你申请的工作及其理由;举几例说明你过去所做过的与此相关的工作及擅长之处;结尾段告诉雇佣者你会如何有助于他们的公司并请求会面。

Task 2

41. D) 细节题。第二段第一句提到“ I am pleased to write a letter of recommendation on behalf of Sand River and its CEO, Mrs. Jane King. ”, 故选 D)。
42. A) 细节题。第三段第二句提到“ It has established long-term supply relations with herdsman (牧民) families ... ”, 故选 A)。
43. C) 细节题。第三段最后一句提到“ The result is a newly-established cashmere(羊绒) brand that appeals to a target group of high-income women. ”, 故选 C)。
44. A) 词义判断题。推荐者在第四段主要介绍了她与 King 女士多次面谈接触后给她留下的印象,最后说“ I regard her as a ‘woman of her word.’ ”第五段推荐者又说“ ... and Mrs. King is a reliable partner (King 女士是个可靠的合作伙伴)”, 故选 A)。
45. D) 细节题。倒数第二段提到“ To summarize, I believe Sand River products deserve a place in luxurious European department stores ... ”, 故选 D)。

短文大意:这是一封推荐信。此信简述 Sand River 公司及其 CEO Jane King 女士写的内容。Sand River 公司向欧洲市场提供非同一般的产品。公司与牧民家庭建立了长期的供货关系,拥有先进的德国机械技术,与时装设计者合作创建出当代有吸引力的设计品。其新开发的羊绒品牌的目标群体是高收入的女士。

Task 3

46. credit card number 关于支付步骤,答案在第二个圆点句中“ •Enter your credit card number (...) and expiry date ”。
47. confirmation 关于支付步骤,答案在第三个圆点句中“ •Print a confirmation for your records ”。
48. 416-397-8247 关于客服方面的信息,答案在第二段第一句“ If you have difficulties paying your ticket online, you may call our customer service staff at 416-397-8247 ”。
49. Monday to Friday 原句。关于客服方面的信息,答案在第二段第一句电话号码后面“ If you have difficulties paying your ticket online, you may call our customer service staff at 416-397- 8247, Monday to Friday, between the hours of 8:30 a. m. and 4:30 p. m. for assistance, or contact us by email. ”。
50. latest version 该题要求对安全信息交换进行填空。答案在倒数第二段“ To

protect ... you may be asked to download and install the latest version of your browser (浏览器) . ”

短文大意：此文简述罚单支付系统，主要介绍多伦多市发出的罚单在线支付三步骤：输入违规罚单号；输入信用卡号；打印违规记录确认单。支付中遇到问题，在周一至周五的上午 8:30 到下午 4:30 可打电话 416-397-8247 与客服联系。为了确保能在网上顺利支付，要下载并安装最新版浏览器。

Task 4

- | | | | | |
|------------------------------|----------|----------|----------|----------|
| 51. Q, D | 52. P, M | 53. F, O | 54. E, G | 55. K, I |
| A —Plastic surgery | | | | 整容手术 |
| B —Medical student | | | | 医学学生 |
| C —Registered nurse | | | | 注册护士 |
| D —Emergency department | | | | 急诊部 |
| E —Intensive Care Unit (ICU) | | | | 重症监护室 |
| F —Operating room | | | | 手术室 |
| G —Physical examination | | | | 体检 |
| H —Red blood cells | | | | 红（血）细胞 |
| I —Blood pressure | | | | 血压 |
| J —White blood cells | | | | 白（血）细胞 |
| K —Outpatient treatment | | | | 门诊治疗 |
| L —Yellow fever | | | | 黄热病 |
| M —Skin test 皮试 | | | | |
| N —Over-the-counter drug | | | | 非处方药 |
| O —Occupational disease | | | | 职业病 |
| P —Food poisoning | | | | 食物中毒 |
| Q —Brain death | | | | 脑死亡 |

Task 5

- | | |
|--------------------------|---|
| 56. market | 本题就“为了从事婴儿二手设备生意，你首先该知道的是什么”提问。答案在步骤一里的第一句“Just like any other business, you have to know the market first.”。 |
| 57. advertise your store | 此题就“为什么你应该对想要主营的生意做出决定”提问。答案在步骤二的第二句“This will help you advertise your store more effectively.”中。 |
| 58. other households | 本题就“如何增加你的婴儿二手设备搜集品”提问。答案出在步骤 |

- 三的第二句 “ You can add to these collections by gathering the used baby equipment from other households with fair pricing. ” 中。注意原句用的动词词组 add to, 问句中用的是同义词 increase。
59. safety 该题就 “ 开始从事婴儿二手设备生意时, 你还要注意什么 ” 提问。问题出自步骤四的 “ Also consider the safety of the babies using the equipment, though you intend to make profit from this business. ”。注意原句中用的动词是 consider (考虑), 问句中用的是近义词 pay attention to (注意)。
60. promotional 原句就 “ 营销策略文中举了什么例子 ” 提问。答案在步骤五中举的 3 个例子 “ You can put your store online. Advertise online or you can plan promotional activities involving parents and babies such as a contest that ... ” 可知答案。

短文大意: 本文介绍在二手婴儿设备方面的创业步骤。1) 像任何创业一样, 你首先要了解市场; 2) 决定你想要主营哪类二手婴儿设备; 3) 搜集仍可使用的婴儿设备, 你可以通过从其他家庭搜集婴儿设备来增加你的搜集品; 4) 虽然你是想从此生意中盈利, 但是你要考虑到宝宝使用该设备的安全性; 5) 营销策略是很重要的。你可以在网上开店, 在网上做广告, 或者安排一些由父母和婴儿参加的促销活动, 比如竞赛, 获胜者最后可以赢得某个婴儿设备。

Part IV Translation-English into Chinese

61. B)—A)—C) you must take care to see that ... 是主句, see that 的意思是 “ 注意, 务必, 保证 ”; in transit 的意思是 “ 运送中的 ”。
62. C)—B)—A) 句中 used in our manufacturing process 是过去分词短语作 materials 的后置定语。其中 due to 的意思是 “ 由于 ”, manufacturing process 的意思是 “ 生产过程 ”, wholesale price 的意思是 “ 批发价 ”。
63. A)—C)—B) 这是一个带有宾语从句的复合句, show 后面跟双宾语, 即 show sb.sth. 或 show sth. to sb. 英语中, 有些及物动词可接两个宾语 (双宾语), 即指人的间接宾语和指物的直接宾语。常用句型为: 主语+及物动词+ 间接宾语+直接宾语。此句中, employer 是间接宾语, that you're interested in being part of their company 是直接宾语, 而且是由从句作直接宾语。此外, 常用的能接双宾语的及物动词还有: bring, buy, cook, find, give, hand, leave, lend, make, offer, pass, pay, read, refuse, sell, teach 等。part of 意为 “ 成员之一 ”。
64. A)—B)—C) 这是一个带有 if 条件状语从句的复合句, 条件状语从句中又带有一个限制性的定语从句: we offer 修饰 service。本句中短语: customer service manager 意为 “ 客服经理 ”; be satisfied with... 意为 “ 对.....感到满意 ”; aspect 意

为“方面”。

65. 参考译文：

欢迎光临我们的酒店并祝您在这儿过得愉快！使您住店期间舒适愉快对我们来说非常重要。我们以为宾客提供最高水平的专业服务而深感自豪。为宾客准备的信息指南介绍了酒店提供的各种服务和娱乐设施。如果您还有问题，敬请电话联系前台。

【解析】

在短文第三句（It is very important to us that your stay be comfortable and enjoyable）是带有主语从句的复合句。英语中，为避免头重脚轻，主语从句常用 it 作形式主语，句型为：It is+（名词/形容词/过去分词）+主语从句。在“ It is +形容词+ that 从句 ”的结构中，从句的谓语动词用“（should）+动词原形”来表示命令、要求和建议。这些形容词和过去分词常见的有 important（重要的）、essential（必要的）、necessary（必需的）、decided（决定的）、ordered（命令的）、demanded（要求的）、proposed（建议的）、required（要求的）等。此段落中的第三句用了 it is+形容词+that 主语从句结构。此段落中出现的短语或词组有：take pride in“以……为荣”；highest levels“最高水平/级别”；professional service“专业服务”。最后一句（If you should have any more questions, please give us a call at the Front Desk.）中的 should 为情态动词，用在条件状语从句中，表示语气较强的假设，意为“万一、竟然”，此处译作“如果”。

Part V

Writing

Notice

According to the weather forecast, typhoon accompanied by a storm will hit the city in two days. Please take care, try to go outdoors as little as possible, and take precautions. If you need help, please call us at 656**793. Sandbags are available at the service center and they are free for first floor residents.

Community Volunteer Group

June 22, 2017

高等学校英语应用能力考试 (A 级)

——2016 年 12 月试卷答案与解析

Part I Listening Comprehension

Section A

1. A) 细节题。题干问的是对话双方在讨论什么。根据对话内容可知, 双方主要讨论的是“brand image”, 故选 A)。
2. C) 细节题。题干问的是女士咨询的问题。根据对话内容可知, 女士询问的是“telephone banking service”, 故选 C)。
3. B) 地点题。题干问的是经理办公室的位置。根据对话可知, 经理办公室在五楼, 故选 B)。
4. B) 推理题。题干问的是女士是什么意思。根据对话可知, 男士想要女士帮忙搬家, 但女士说自己要去看医生, 所以她无法帮助男士。故选 B)。
5. D) 细节题。题干问的是女士让男士做什么。对话开头, 女士问男士能否去机场接新工程师——史密斯先生, 男士答应后, 又提到了航班号, 故选 D)。

Section B

Conversation 1

6. B) 细节题。题干问的是男士想做什么工作。由对话可知, 女士问男士想做什么工作, 男士说想在新闻机构就业, 做体育记者, 故选 B)。
7. C) 态度题。题干问的是女士对体育报道的看法。由对话可知, 女士在得知男士的职业意向后, 非常诧异, 并说这个工作很累, 故选 C)。
8. A) 细节题。题干问的是女士想做什么工作。由对话可知, 女士想做时装设计师, 故选 A)。

Conversation 2

9. D) 细节题。题干问的是男士在投诉什么。由对话可知, 男士觉得自己家的电费账单有问题, 故选 D)。
10. C) 原因题。题干问的是男士为什么觉得自己被多收取了费用。由对话可知, 男士说外出两周, 电费比上个月多了 1 倍, 故选 C)。

Section C

11. inviting
12. boarding pass
13. Gate 3
14. completed
15. repeat

Section D

16. say goodbye 细节题。题干问的是举办聚会的目的是什么。根据原文中的“Today we are here to hold a party to say goodbye to Mr. Smith.”可知，目的是为了给史密斯送别。故填写 say goodbye。
17. manager 细节题。题干问的是史密斯的新职位是什么。根据原文中的“he will become a manager of New York's branch of the company,”可知，史密斯将要当选经理。故填写 manager。
18. five years 细节题。题干问的是史密斯先生在现在的公司工作了多久。根据原文中的“Mr. Smith has been working with us for the past five years.”可知，史密斯在公司已经工作 5 年了。故填写 five years。
19. working ability 细节题。题干问的是说话人和他的同事对史密斯先生的印象是什么。根据原文中的“His working ability and kindness have left us a good impression.”可知，史密斯的工作能力和善良的人品给大家留下了好的印象。故填写 working ability。
20. keep in touch 细节题。题干问的是说话人在最后说了什么。根据原文中的“And we also hope to keep in touch with you regularly.”可知，说话人想要与史密斯经常保持联系。故填写 keep in touch。

Section E

1. W: George, do you have any idea to improve our brand image?
M: Oh, I've just talked about the brand image with Susan.
Q: What are the two speakers talking about?
2. M: Hello, Customer Service. How can I help you?
W: I'd like some information on your telephone banking service.
Q: What is the woman asking about?
3. M: Excuse me. How can I get to the manager's office?
W: Take the lift to the fifth floor. It's the third office on the left.

Q: Where is the manager's office?

4. M: Would you help me to move into my new house this Saturday?

W: I'm really sorry. I have an appointment with my doctor.

Q: What does the woman mean?

5. W: Could you go to the airport to meet Mr. Smith, the new engineer?

M: Certainly. What's the flight number?

Q: What does the woman ask the man to do?

Part II Structure

Section A

21. C) “你认为这位新来的工程师能帮我提高操作技能吗？”help sb do sth. 是固定搭配，意为“帮助某人做某事”，故选 C)。
22. D) “这家商店不出售家具，但是街对面那家出售。”从前半句的谓语动词可以判定句子为一般现在时态，后半句中的“the one”指代的是街对面的“store”，谓语部分应为“does sell”，但是前半句中已有“sell”，为避免重复被省略。故选 D)。
23. A) “你知道这栋办公楼里有多少家公司吗？”此句为一般疑问句，其中“how many”为引导询问数量的从句。从句中的主谓不需要倒装，需用陈述句语序表述。又因为从句主语“companies”为复数，故选 A)。
24. B) “产品的外观非常重要，它往往决定了顾客是否购买你的产品。”so...that...是固定搭配，意为“如此……以至于”，故选 B)。
25. C) “如果知道网上的这种旅行包在促销，我不会从实体店购买的。”本句使用了与过去事实相反的虚拟语气，主句谓语为“wouldn't have done”，意为“不该做却做了某事”，从句谓语应为“had done”，故选 C)。注意：if 引导的条件从句常使用虚拟语气，分别表达与现在事实、过去事实及将来事实相反的内容。表达与过去事实相反的主句谓语一般使用“should/would/could/might + have done”，从句谓语使用“had done”。
26. D) “寻找全职工作的时候你需要考虑选择有偿的还是义务的沟通工作。”while 表示“当……时候”，表示与主句的动作同时进行。while 引导的状语部分的动作发出者与主句的主语一致，省略了谓语部分的表述，使用现在分词，故选 D)。注意：状语部分的非谓语动词可以使用现在分词和过去分词。如果主句的主语是动作的发出者则使用现在分词。如果是动作的受动者，则使用过去分词。
27. A) “无论我工作多么努力，老板都不愿意给我加薪。”“no matter”意为“无论，不管”，可以引导表示让步的状语从句。空格后为“hard”，可见为表示方式，故选 A)。“no matter”可以跟“how/what/when”，表示“无论……方式、什么事情、什么时间”。

28. C) “从 2013 年初起，全国的工作单位已经实行这些规定了。”时间状语由 since 引导，主句谓语使用完成时态。另外主句的主语为 “these regulations”，谓语用被动语态。故选 C)。此类题型需要考生格外注意时态与语态的结合。
29. D) “政府相信为城市提供更多就业机会的决定会受到当地人民的欢迎。”从句是 “the decision” 的具体内容，空格之前有逗号，意味着空格处引导的是非限制性的定语从句。故选 D)。注意：that 和 which 都可以引导定语从句，但是只有 which 可以引导非限制性定语从句。
30. B) “有相关行业的工作经验你才有可能获得工作机会。”be likely to do sth. 是固定搭配，意为 “有可能做某事”，故选 B)。

Section B

31. detailed “医院的护士保管所有病人的详细资料。”空格处为形容词，修饰之后的名词 “list”。故填写 “detailed”。
32. are surprised “客户对于我们能以如此有效的方式提供的支持水平感到惊奇。”空格处为谓语成分。主语是公司提供服务的对象，因此谓语部分使用被动语态。又根据句中的时态，谓语使用一般现在时态。故填写 are surprised。
33. amazingly “辛苦的工作开始有了回报，他们相信未来会更加美好。”空格处需要副词来修饰之后的形容词，故填写 amazingly。
34. announcement “这个决定一经公布，公司的股票立即上涨了 10%。”空格处需要名词，将所给的动词直接加上后缀 “ment” 即为名词。
35. cheaper “通过公司购买保险要比以个人名义购买便宜些。”句子中有表示比较的介词 “than”，空格处应填入比较级的形式，故填写 cheap 的比较级形式 cheaper。

Part III Reading Comprehension

Task 1

36. C) 细节题。从 “are the most wakeful time of the year.” 可知选项 C 正确。A 项是说每年，不单指假期，B 项在文中并未提及，D 项与本文陈述有出入。
37. A) 细节题。simplify 意为 “简单化，使简易”。本文的段首以两项数据说明人们在节假日期间造成了巨大的浪费。之后提出了各项建议，倡导人们节约资源，避免浪费。故选 A。B 项与本文陈述内容相反，C、D 项文中未提及。
38. C) 细节题。由本文第一段倒数第三句 “Most issues surrounding food safety and food waste involve leftovers.” 可以得知，大多数食品安全和浪费与剩饭菜有关。故选 C。A、B、D 三项在文中都未提及。

39. B) 细节题。由最后一段最后一句“Better yet, reduce waste by wrapping gifts in shopping bags or other reusable items, to save the wrapping part of the package.”可知,本文作者建议使用可以再循环使用的材料来包装礼物。故选 B。A 项过于绝对,C、D 项在文中并未提及。
40. B) 细节题。根据本文第一句“The holidays are the most wasteful time of the year.”以及之后的内容可以得知,本文作者主要讨论的是如何在节假日期间避免大量的资源浪费。故选 B。A、C、D 三项是干扰项,不是本文主旨。

短文大意:假期是一年里浪费最严重的时节。从感恩节到新年造成的浪费增长超过了 25%。每年,在美国,单就购物袋这一项所造成的浪费就达到了 4 百万吨,食品的浪费更是高达 280 亿磅,约合人均 100 磅。现在有一个计划,你可以简化假期的生活,为避免浪费做点什么。大多数围绕食品安全和浪费的问题与剩饭剩菜有关。根据就餐人员的数量准备食物,包括一两天的剩菜剩饭,但是不要将食物留存太长时间。准备适当分量的食物可以让所有人心情愉悦,并避免在这期间造成食物浪费。

准备礼物时也要计划周密。对于一些不造成浪费的礼物都是可取的,例如,音乐会、动物园、电影或体育赛事的门票都是很有趣的礼物,而且不会造成浪费。包装纸是可以再循环利用的,只要不是金属材质。当然,更好的选择是使用购物袋或其他可循环使用的材料包装,以此减少包装材料的浪费。

Task 2

41. D) 细节题。根据第一段第三句“Whether your objective is to get some work done or simply escape the crowds in the airport, our experienced Presidents Club staff will ensure that your needs are met from the moment you enter any of our 26 Clubrooms.”可知,在俱乐部里可以处理公务或者单纯放松享受。故选 D 项。A、B、C 三项是干扰项,均未在本文中出现。
42. A) 细节题。根据第一段第四句“From the Presidents Club, our agents can even check you in for your flight and confirm your seat assignment.”可以得知,俱乐部可以帮助会员办理登机手续或确认座位安排等事务。故选 A 项。B、C、D 三项是干扰项,均未在本文中出现。
43. D) 细节题。根据本文第二段“Our Presidents Club lounges are newer and better than ever, which means there has never been a better time, or better reason, to join.”可以得知,加入俱乐部的最佳时间就是现在,因为俱乐部的休息室刚做了全新的改造升级。故选 D 项。A、B、C 三是干扰项,均未在本文中出现。
44. A) 细节题。根据短文最后一段的内容“A variety of complimentary wine and beer selection and Complimentary soft drinks, juice, coffee, and light snacks”可以得知,会员在俱乐部可以免费享用酒水饮料。故选 A 项。B、C、D 三项是干扰项,“长途电话费用”,“优

优惠券”以及“当地艺术家”等信息均未在本文中出现。

45. C) 推理题。根据本文陈述可以得知，本文主要是宣传总统俱乐部会员可以享受的服务项目。故选 C 项。A、B、D 三项是干扰项，“义务”“加入过程”“设备信息”均未在本文中出现。

短文大意：实际上，有了总统俱乐部，您可以在机场完成一些你想要做的工作。例如，查看语音邮箱，撰写报告，开会或者在飞行途中享受轻松愉悦的生活。无论您的目的是完成工作或者只是为了逃离机场繁杂的人群，拥有多年服务经验的总统俱乐部向您保证，只要您踏入我们 26 间休息室中的任何一间，我们都能满足您的需求，我们的代理人员甚至可以从俱乐部帮您办理登机手续并确认座位安排信息。您也可以参观我们公司在全球拥有的 40 家休息室，包括国内的西北世界俱乐部所在地。

我们的总统俱乐部休息室配有全新的先进装备，现在就加入我们吧！

无论你是单独旅行或与同伴旅游，总统俱乐部独树一帜的氛围可以为您提供舒适的私人空间，或方便处理公务，或者只是单纯的放松。总统俱乐部的会员可以携带两位朋友或工作伙伴，或者是亲属，随时造访俱乐部。

为了完善俱乐部，近期我们对休息室进行了升级改造。俱乐部休息室特色包括：

- 免费享用各种酒水
- 特色主题吧台……

Task 3

46. your system 根据第一段第二句 “It will show you any errors that are slowing your system down ...” 可以得知。
47. free 根据第二段第一句 “Right now you can download the diagnostic tool for free by clicking here.” 可以得知。
48. \$29.97 根据第二段第二句 “... which at \$ 29.97 is a bargain compared to the alternatives.” 可以得知。
49. every 30 根据第三段第一句 “You should keep the software installed and run a click-through about every 30 days to maintain top performance.” 可以得知。
50. March 27, 2016 根据最后一段 “... the promotion ends on March 27, 2016, ...” 可以得知。
- 短文大意：为什么不试试快速修理工具呢？

快速修理工具会提示任何降低计算机系统运行速度的错误。而且，一旦系统修复完毕，计算机的运行速度会大幅提高。这就是为什么会有越来越多的人选择快速修理工具，而不是花每小时 150 美元去维修计算机或者花费 1000 美元买一台新计算机。

现在点击这里，你可以免费下载诊断工具。如果感到满意，你只要花费 29.97 美元就可以升级到最新的版本——而这个价格和其他的比较起来是相当划算的，并且每 30 天进行更新一次，以保持最佳的运行状态。很多用户直到运行了修复工具才意识到自己的计算机运行得有多快。

在 2016 年 3 月 27 日前点击此处下载快速修理工具可获得免费数据分析。赶快点击下载吧！

Task 4

51. Q, A 52. D, L 53. F, O 54. B, G 55. N, H

A—会计系统	B—财务预测
C—资产负债表	D—租金收入
E—现金折扣	F—投资回报
G—销售日志	H—经营活动
I—投资活动	J—固定资产
K—净利润	L—坏账
M—股本	N—营业税
O—现金流转	P—内部控制体系
Q—毛利润	

Task 5

- | | |
|-------------------------|--|
| 56. December 7 | 根据第一段 “... the annual testing of the building's fire and life safety system will be conducted on Wednesday, December 7, 2016 between 8:00 a. m. —5:00 p. m.” 可知答案。 |
| 57. working properly | 根据第二段 “Each floor will be tested to be certain that the fire and life safety system is working properly.” 可知答案。 |
| 58. an announcement | 根据第三段 “an announcement will be made, notifying you that testing will start.” 可知答案。 |
| 59. gain access to | 根据第五段第三句 “If the fire doors in the elevator lobby are closed, please open them to gain access to the elevator.” 可知答案。 |
| 60. the Management Team | 根据倒数第二段最后一句 “... contact the Management Team at 703-549-9400,” 可知答案。 |

短文大意：

重要通知！

请注意：一年一度的大厦消防检测将于 2016 年 12 月 7 日（周三）上午 8 点至下午 5 点进行。每层楼的防火及安全逃生系统都将接受检测，以确保所有消防设备正常运转。在检测开始前，我们将广播通知。

此次演习包括闪光灯及附有语音提示的警报。警报声音会很大，仅作为演习目的。

请谨记，每层楼电梯间的防火门有可能被关闭。请作相应的安排。如果电梯间内的防火门已经关闭，请将门打开使用电梯。

感谢大家的配合，我们将尽快完成此次检测。如有任何疑问，请拨打 703-549-9400 与管理中心联系。

谢谢大家的配合。

Part IV Translation-English into Chinese

61. B—C—A 结构 Thousands of reports and maps have been

主语

scanned in and used to make our GPS devices as

谓语

目的状语

accurate as possible. 本句为主谓附加表目的状语，并且谓语部分有并列

的两个动词。主语为物，谓语部分使用了被动语态。

62. B—A—C 结构 Police can use big data to determine where

主语

谓语

宾语

they are to be most needed and where crimes are

宾补

most likely to occur. 本句为主谓宾加宾语补足，宾补的部分中有两个

where 引导的地点状语从句

63. C—A—B 结构 We have established an online

主语 谓语

communication system with dealers in order to serve

宾语

介词宾语

our customers in the best way we can.

目的状语

本句后加介词宾语“with dealer”及表示

目的状语结构

64. A—B—C 结构 If you are not full satisfied with the purchase

条件从句

you have made, we can help you with a replacement,

主语谓语

宾语

介词宾语

turn or repair. 本句的前句为条件从句，主句为主谓宾结构

65. 参考译文：你可以选择在家工作，而不是在办公室工作，这样可以节省儿童保育费用。如果不可能，你会发现在照顾孩子的同时工作是很困难的。

Part V Writing

高分范文

Dear Mr. Smith,

I am glad to notice you that you have been hired by our company as the Assistant to Sales Manager. Please come and check in on Wednesday, December 20, 2016 at 9:00 a. m.

Your starting monthly salary will be 4, 000 *yuan*. And you'll receive the year-end bonus according to your work performance.

You will have a paid holiday of 20 days each with an formal application ahead of a month.

We warmly welcome you become one of our members and look forward to your reply.

If you have any questions, please contact us at 1370****123

HR Manager,
December 17. 2016

Tapescript

Section B

Conversation 1

M: There are many jobs offered in this career fair.

W: Yes. What job do you prefer?

M: Working in a news agency. I'd love to be a sports reporter.

W: Are you joking? A sports reporter? It seems so tiring.

M: And what would you like to do?

W: I want to work as a fashion designer.

M: Why?

W: It's more creative than a sports reporter.

M: Yes, but sports reporting is more exciting.

W: I hope we both can find an ideal job at this fair.

Q6. What job does the man prefer to do?

Q7. What does the woman think of sports reporting?

Q8. What does the woman prefer to be?

Conversation 2

W: Hello, Customer Service. Can I help you?

M: Yes. There seems to be something wrong with my electricity bill.

W: I'm sorry. Can you tell me your account number?

M: Certainly. It's 66767.

W: 66767, Mr. Smith?

M: Yes.

W: What's the problem?

M: I think I've been charged too much last month.

W: Why do you think so?

M: We have been away on vacation for two weeks. But the bill is doubled that of the previous month.

W: Let me have a check. And I'll see what I can do.

Q9: What does the man complain about?

Q10: Why does the man think he has been charged too much?

Section C

Good afternoon passengers. This is the pre-boarding announcement for flight 89B to Moscow. We are now inviting those passengers with small children, and any passengers requiring special assistance, to begin boarding at this time. Please have your boarding pass and identification ready. Regular boarding will begin in approximately ten minutes time. Thank you.

This is the final boarding call for passengers Eric and Fred Collins booked on flight 89B to Moscow. Please proceed to Gate 3 immediately. The final checks are being completed and the captain will order for the doors of the aircraft to close in approximately five minutes time. I repeat. This is the final boarding call for Eric and Fred Collins. Thank you.

Section D

Today we are here to hold a party to say good bye to Mr Smith. We all know that he is going to leave us soon and he will become a manager of New York's branch of the company. I am very happy that he has been promoted. Mr Smith have been working with us for the past five years. His working ability and kindness have left us a good impression, I think his absence form our office will be a great loss for us. However, it is lucky for the staff in New York's office have Mr. Smith as their manager. We will be sure miss you very much, Mr. Smith. We wish you the very best luck in your future work. And we also hop to keep in touch with you regularly.

Q16: What is the purpose of the party?

Q17: What new position is Mr. Smith going to take?

Q18: How long has Mr. Smith been working in the present office?

Q19: What has impressed the speaker and his colleagues most?

Q20: What does the speaker say at the end of the speech?

高等学校英语应用能力考试 (A 级)

——2016 年 6 月试卷答案与解析

Part I Listening Comprehension

Section A

1. C) 细节题。对话中, 男士说: “明天会议上要发言, 我有点担心。”女士回答说: “只要充分准备根本就不必担心。”问题是: 男士明天要做什么? 故选 C)。
2. D) 细节题。对话中, 男士说他住的公寓确实离办公室很远。女士问他为什么不搬到离公司近的地方。女士给出了什么建议? 故选 D)。
3. C) 细节题。在办公室电话对话中, 男士说: “这里是技术服务部, 请问有什么可以帮您?”女士说打电话想求男士帮忙修电脑。问题是: 女士要求男士做什么? 故选 B)。
4. D) 推断题。对话中, 男士说: “你了解这家公司吗?”女士答说: “在我国 IT 行这家公司排行前十。”问题是: 通过对话可得知什么? 故选 D)。
5. A) 细节题。女士说: “我打电话到贵公司求职”男士问: “您要申请哪个职位?”问题是: 女士为什么给公司打电话? 故选 A)。

Section B

Conversation 1

6. A) 题干问, 女士告诉男士什么消息。根据对话中女士告诉男士 ABC 公司给她提供工作机会, 故选 A)。
7. D) 题干问, 为庆祝女士找到工作, 男士提出什么建议。男士说 “那么今晚儿我们庆祝一下, 一起吃饭怎么样?”, 故正确答案为 D)。

对话大意: 女士告诉她有好消息了, ABC 公司向她提供就职机会, 在产品研发部任助理工程师。男士建议晚上一起出去吃饭庆祝一下。

Conversation 2

8. B) 题干问, 男士关于长城问了女士什么问题。对话中男士说: “I'm going there this weekend too. But how can I get there?”女士说: “You could go directly by bus or train or you could join a group tour.”因此选 B)。
9. C) 询问女士为什么建议乘公交车去长城。女士回答男士时说: “Well, it's easier and much

cheaper.” 所以选 C)。

10. C) 女士回答男士到哪儿乘车时说：“You can take bus No. 89 near Beijing Restaurant.” 故选 C)。

对话大意：男士本周也要去长城，征求女士意见怎么去比较好。女士建议坐公交车去，因为既便宜又方便。女士又建议男士在北京饭店附近乘 89 路公交车，男士住的酒店离车站很近。

Section C

11. our hearts 本题考查考生对名词词组的听辨能力。空格前面是介词 of，根据要求，空格处应该填入名词（词组）作宾语。录音提供的是 our hearts，句意：我们衷心地感谢你们的到来。
12. discussing 本题考查考生对动名词的听辨能力。空格处于非谓语部分，主句谓语已出现了过去进行时 were sitting，显然空格处需要填入非谓语，录音提供的是 discussing。句意：15 年前，我们在处理日常事务时，还讨论了我们的未来该怎样发展。
13. come true 本题考查考生对动词词组的听辨能力。空格前面已有助动 would，根据英语 would 的使用特点，它后面可以直接带省略 to 的动词不定式作其宾语，因此我们可以断定，空格处缺少一个动词，空格后面是 so soon。因此，可以推断此处应填入不及物动词词组，录音提供的是 come true。句意：我们从未想到我们的小小梦想会这么快实现。
14. possible 本题考查考生形容词的听辨能力。空格后面有 to create 不定式，空格前面是 made it，显然空格处只能是形容词。录音提供的是 difficult。句意：诸多特殊人士的加盟使我们获得了今天的成就。
15. Without 本题考查考生对介词的听辨能力。该空格处于句首且空格后是名词 your efforts，后面还有一个从句，证实了空格处需要填入介词与 your efforts 组成介词词组作状语，录音提供的是 Without。句意：没有你们的努力，就没有我们的今天。

短文大意：本文是公司周年庆祝辞的一个段落。非常高兴看到如此在多的人前来参加《旅行》杂志十五周年庆典。我们打心底里感激大家的到来。十五年前我们处理日常事务时，还讨论了公司的未来该如何发展，我们突发奇想，将我们的两个爱好，旅游与写作结合起来。未曾料到我们的小小梦想会这么快实现。诸多特殊人士的加盟使我们获得了今天的成就。再次向这些人以及加入我们旅程的人们表示谢意。没有大家的努力就不会有公司的今天。

Section D

16. listening and speaking 来自原文 “The purpose of our library is to help you improve your listening and speaking abilities.”

- | | |
|---------------------------|---|
| 17. native speakers | 出自原文 “If you use our library for the first time, you may have difficulty understanding native speakers.” |
| 18. key words | 来自原文 “When listening to the video, try to write down the key words that you hear and the words that you understand.” |
| 19. different expressions | 来自原文 “Try to notice the different expressions that are used in each conversation.” |
| 20. their choice | 来自原文 “In order to start watching your first video, all that you need to do is to click on the link of your choice.” 答题时要注意, 根据 “All they need to do” 中的主语 they, 答案的所有格代词要把第二人称复数 your 转换成第三人称复数 their, 与主语保持一致。 |

短文大意：本文是影像图书馆应用指南。建馆的目的是帮助人们提高英语听说能力。初次使用，听不懂也不必着急。花些时间跟读、记下关键词和听得懂的词语、留意对话中不同表达方式的运用。首次看视频，你只需要点击你选择的链接即可。

Tapescripts

Section A

1. M: I'm a bit worried about giving a speech at the meeting tomorrow.
W: Surely, you'll do well as long as you get well prepared.
Q: What is the man going to do tomorrow?
2. M: My apartment is indeed far away from my office.
W: Why not move to an apartment near your company?
Q: What is the woman's suggestion?
3. M: Technical Support Department. What can I do for you?
W: Hello, Anna speaking. I'm calling to ask if you can fix my computer.
Q: What does the woman ask the man to do?
4. M: Do you know anything about the company?
W: Oh, yes. It's one of the top 10 in IT industry in the country.
Q: What can we learn from the conversation?
5. W: I'm calling to apply for a job in your company.
M: Yes, but which position are you going to apply for?
Q: Why does the woman call the company?

Section B

Conversation 1

W: Hi, Jack. Good news.

M: What is it?

W: I've got a job offer from ABC Company.

M: Is that true? What will you do there?

W: Assistant engineer in the department of product development.

M: Great. You have got your dream job. Congratulation!

W: Thank you.

M: When will you start working there?

W: Next Monday.

M: Then let's celebrate it tonight. How about having dinner together?

W: Good idea.

Q6. What news does the woman tell the man?

Q7. What suggestion does the man make for celebration?

Conversation 2

M: Mary, did you visit the Great Wall yesterday?

W: Yes, it's so great and impressive.

M: I'm going there this weekend too. But how can I get there?

W: You could go directly by bus or you could join a group tour.

M: What's your suggestion?

W: If I were you, I would take a bus.

M: Why?

W: Well, it's easier and much.

M: OK, thank you. But where can I take the bus?

W: You can take bus No. 89 near Beijing Restaurant.

M: That's very close to the hotel I'm now staying at. Thank you for the information.

W: You are welcome. Have a good time.

Q8. What does the man ask the woman about the Great Wall?

Q9. Why does the man ask the woman about the Great Wall by bus?

Q10. Which bus does the woman suggest the man to take?

Section C

How great it is to see so many of you come and join us in celebrating the 15th anniversary of our *Travel* magazine. From the bottom of our hearts, we thank you for being here. A little more than 15 years ago, we were sitting at our regular jobs, discussing how we saw our future, when we came up with the

idea of joining our two hobbies, traveling and writing. We never imagined that our tiny dream would come true so soon. There're many special people who joined us and made it possible to create the name that we have today. To all those people and those who joined us in our journey, I should say thank you again. Without your efforts, we would never have been here.

Section D

Welcome to our free video library. The purpose of our library is to help you improve your listening and speaking abilities. If you use our library for the first time, you may have difficulty understanding native speakers. Don't worry. It will take some time to follow what each person is saying in the video. When listening to the video, try to write down the key words that you hear and the words that you understand. Try to notice the different expressions that are used in each conversation. Are you ready to take your first step towards fluency in English? In order to start watching your first video, all that you need to do is to click on the link of your choice.

Q16. What is the purpose of the video library?

Q17. What problem may people have when using the library for the first time?

Q18. What are people advised to do when listening to the video?

Q19. What should people do in listening to each conversation?

Q20. How can people start watching their first video?

Part II Structure

Section A

21. B) 题意“二十世纪四十年代科学家和工程师们设计出超级计算机后，他们开始研发设计网络的方法。” 本题考查时态一致性。原句主语是一般过去时，空格的谓语动词处于 after 引导的时间状语从句中，故从句谓语动词只能用一般过去时，故选 B)。
22. C) “虽然哈维已将研究论文打好，但在交给教授之前他还需要检查一下。” 本题考查非谓语动词的用法。动词 finish 后既可接动名词，也可接不定式，但意义不同，finish doing sth. “完成做某事（正在做的某事）”；finish(A)to do (B) “完成事情 A 去做事情 B”，故选 C)。
23. D) “董事会只要批准该方案，我们就立即将结果通知您。” 本题考查四个状语从句连接词组的词义及用法。所提供的四个连接词组分别是：A)项 in order that 以便、为了（引导目的状语从句）；B)项 as if 好像、似乎（引导方式状语从句）；C)项 even though 虽然，即使（引导让步状语从句）；D)项 as soon as 一……就……（引导时间状语从句）。把上述四个连接词组的中文意思与原句结合，显然只有 D)项 as soon as 合适，

故选 D)。

24. A) “智能手机或电脑受损都会给你带来诸多麻烦。”本题考查使役动词 have 的用法
1. Have sth. done, 这种结构一般有两种意义, 一为“致使”, 二为被动。2. have sb. do, 这种结构一般表示“让某人做某事”。3. have sb. doing, 这种结构有两种意思, 一是使某人做某事, 二是与否定词连用, 表示不许某人做某事。因电脑损坏与主观意志无关, 且是被动的, 故选 A)。
25. C) “从事零售业的人既需要善于数字计算机又要精于与人沟通之术。”考查定语从句关系代词的用法。关系词所代替的先行词是指人, 并在从句中充当主语成分, 满足关系代词既指代人又能做定语从句主语的只有 who, 故选 C)。
26. B) “只有采用更具创新性的途径, 我们才有望应对今天的挑战。”本题考查倒装语序。only 和介词 by 引导的方式状语置于句首, 引起句子部分倒装, 故选 B)。
27. B) “小企业既无时间也无资源与这些大企业相抗衡。”本题考查并列连词的用法。time 和 resources 同为名词, 故选 B)。
28. D) “这家网站可能有其他网站的链接, 这些网站也许有着与我们不同的保护隐私权的做法。”本题考查定语从句关系词的用法。关系词所代替的先行词在从句充当定语成分, 满足这一条件的只有 whose。故选 D)。
29. D) “自 1993 年公司成立以来, 其销售额每年平均以 10% 的速度增长。”考查现在完成时的用法。句子中出现了 since 引导的时间状语, 句子的谓语要用现在完成时, 故选 D)。
30. A) “预计上午 9 点起飞的航班因恶劣的天气情况延误了四个小时。”本题考查非谓语动词的用法。schedule 后应接带 to 的不定式作补语, 飞机与起飞之间又是主动关系, 故选 A)。

Section B

31. easily “反馈及时能使雇员很容易将其行为与反馈信息结合起来。”此题考查词性转换。处于情态动词 can 与实意动词 connect 之间, 应该是副词用以修饰动词, 而 easy 的副词为 easily。
32. more important “今天由于自然资源更为匮乏且制造成本日益提高, 回收利用比任何时候都更重要。”本题考查形容词比较级。空格后有表示比较级的结构词 than ever, 前面有 be 动词 is, 所以空格处应填形容词的比较级, 通过上下文判断, 此处答案应为 more important。
33. done “随着这项工作的完结, 科学家开始规划另一个研究项目。”本题考查非谓语动词的用法。现在分词表示主动意义, 指正在进行的动作; 而此处指过去的动作, 所以 do 要用过去分词形式 done。

34. be accepted “社交机器人要想成功发挥作用,必须被人类所接受。” 本题考查动词不定式的用法。主语是动词的承受着,故 have to 后的动词要用被动式,所以答案为 be accepted。
35. movement “公司采取若干措施,来加快货物从销售方到客户方的运输速度。” 本题考查词性转换。空格前面有定冠词 the,后有 of 介词短语作定语,所以空格处应填名词,move 的名词形式为 movement。

Part III Reading Comprehension

Task 1

36. A) 细节题。根据原文第一段第一句“Technology companies usually focus their employee benefits around making people stay in the office longer (一些科技公司通常把员工福利放在使他们能在办公室里多待些时间方面)”。显然,四个选项中,A)“使员工在办公室多待一会儿”与原文一致,所以答案选 A)。
37. B) 细节题。根据文章第二段第一句“Instead, we focus on benefits that get people out of the office as such as possible. (然而我们把员工福利集中于让员工尽可能多地离开办公室)”。显然,四个选项中,B)项 Get its employees out of the office “让员工走出办公室”,与原句意思一样,所以正确答案是 B)。其他三个选择:A)“鼓励员工加班”、C)“发展独一无二的营销策略”、D)“增加其海外市场份额”,均与原文不符,不能选。
38. A) 细节题。根据文章第三段(福利制度举例的第一段)第三句“Specific, per—arranged trips—whether for a family to go to Disneyland or a couple to tour Spain—have helped make sure people actually take their vocations. (具体的、事先安排好的旅游——不管是一家人去迪士尼乐园游玩还是一对夫妇去西班牙旅游——有助于确保员工确实去度假)”。显然,四个选项中,A)项 make sure its employees take their vacations “确保其员工去度假了”,与原文完全一致,故选 A)。其他三个选项:B)“与旅行社建立业务关系”,C)“鼓励其员工出差旅游”、D)“帮助该地区旅游业的发展”都与原文意思不符,均不能选。
39. D) 细节题。根据文章第四段(福利制度举例的第二段)的第一句“From May through October, everyone who’s been with the company for more than a year gets to work just four days in a week. (进公司一年以上的员工,从5月到10月每周只要工作四天即可。)” 显然,选项 D)Employees working over as year. “工作超过一年的员工。” 与原句意思一样。
40. C) 判断题。根据文章最后一段第二句“These travel and time-off benefits help everyone stay sharp. (这些包价旅游以及休假的利益有助于每一个员工保持敏锐。)” 本句

中的 time-off benefit 是指上面提到的夏日 4 天工作制,即原来 5 天工作制。从上面提到的 ABC 公司制定员工福利制度的目的来看,travel and time-off benefits 的好处就是可以使员工的头脑保持灵敏或敏锐(stay sharp),故选 C)。其他三个选项:A)“更仔细”、B)“思想开明的”、D)“更健康”与 stay sharp 意思不符,均不能选。

短文大意:不同于其他科技公司尽可能让员工多待在办公室,ABC 公司却把对员工的福利集中于让他们离开办公室。其员工福利制度体现了这一点,如与专业旅行社合作,安排不同的包价旅游作为员工的度假福利;进公司一年以上的员工,从 5 月到 10 月每周只要工作四天即可。

Task 2

41. D) 细节题。根据文章退款条件内容部分的第二条“Refund requests should be submitted during the protection period.”退款请求应该在保护期限内提交。)“故选 D)。其余三个选项:A)“购物一年内”,B)“付款之前”、C)“订单完成之时”,与原文意思不符,均不能选。
42. A) 细节题。根据退款条件中的第三条“Buyers should provide enough evidence to prove that the products received are not as good as described. (买方应该提供足够的证据证明收到的商品没有所描述的那样好。)”四个选项中,A)项的 prove the product is not as good as described“证明商品没有所描述的那么好”,与原文一致,所以选项 A)是正确答案。其他三项:B)“事先把退款请求告诉卖方”、C)“把采购的包裹送到商店”、D)“把商品完好无损地送回给卖方”,与原文不符,所以不能选。
43. A) 细节题。根据退货运费第一条里的第二句“If the seller will pay the fee, communicate with the seller in advance about the payment method and the logistics service. (如果卖方将支付费用,需要事先与卖方就付款方式和物流服务进行沟通。)”所提供的四个选项中,A)项 the payment method“付款方式”与原文一致,所以 A 选项正确。其他三项:B)“保险费用”、C)“折扣率”、D)“商品质量”,在原文中均未提及,故不能选。
44. B) 细节题。根据退货运费第三条“If seller sets no return necessary or a buyer wants to keep the product, simply agree on the refund amount directly and ignore the return shipping fee. (如果卖方规定商品退回无必要,或者买方想要保留该商品,只要同意退款金额,并且忽略退货运费即可。)”四个选项中,B)项的 ignores the return shipping fee“忽略退货运费”,与原文一致,所以 B)是正确选项。其他三个选项:A)“支付部分运送的费用”、C)“同意减少的退款金额”、D)“支付物流服务费”,与原文不符,所以不能选。

45. C) 判断题。本文开篇就提到 “ If your purchase is not as described or is of low quality, you can return the item to the seller and get a full refund. (如果你所购之物与描述的不同或者是劣质品, 你可以把商品退回给卖方并获得全额退款。)” 接下去叙述了退货条件和退货运费两部分内容, 由此可知, 本文主要是围绕退货政策叙述, 所以选项: C) the return policy of a purchase “ 退货政策 ” 是正确答案。其他三个选项: A) “ 质量控制管理 ”、B) “ 客户服务的重要性 ”、D) “ 不同的付款方式 ” 在文中均未提及, 故不能选。

短文大意: 本文开头段介绍了如果顾客所购之物与描述的不同或者是劣质品, 可以把商品退回给卖方并获得全额退款。接着介绍了提交退款请求的四个条件, 最后叙述了退货运费的相关事宜。

Task 3

46. in 1993 此题就华盛顿国家公园基金会创立时间要求填空。答案在文章第一段第一句 “ Washing’s National Park Fund was founded in 1993 by ... ” 中。
47. Olympic National Parks 该题对基金会的工作目的要求填空。答案也在文章第一段第一句 “ ... who wanted to establish support for our beautiful parks in partner supporting Mount Rainer, North Cascades, and Olympic National parks; ” 中。
48. 28 此题对你可以通过若干途径向基金会提供帮助的第一点要求填空。答案在第一段第一句 “ Purchase a National Park license plate; \$28 of each plant purchased comes back to parks(more than 137,00 is generated by this program each year!) ” 中。
49. gift program 本题对帮助的第二点进行考查。可在提供帮助途径二的第一句 “ Support the parks through your company’s matching gift program. ” 中找到答案。
50. volunteer 该题对提供帮助的第三点进行考查。答案在提供帮助的途径三 “ Volunteer your time at one of Mount Rainer, North Cascades, and Olympic National Park (information can be found on each park’s website). ” 中。

短文大意: 华盛顿国家公园基金会由一批公园爱好者于 1993 年创立, 这是一家非营利性组织机构。其目的是对雷尼尔山、北卡斯卡德山以及奥林匹克国家公园提供保护和支持。您可以通过以下途径向该机构提供帮助: 您可以花 28 美元购买一张国家公园汽车牌照; 通过公司的雇员慈善捐款相应项目支持公园保护; 在雷尼尔山、北卡斯卡德山或奥林匹克国家公园担任志愿者。

Task 4

51. O, A	52. D, N	53. Q, J	54. L, P	55. G, K
A —on a day-to-day basis			按日计	
B —total room revenue			客房总收入	
C —hotel service information			宾馆服务信息册	
D —group rate			团队价	
E —self-check-in process			自助入住登记程序	
F —walk-in guest			未预约客人	
G —guest service directory			客人服务指南	
H —average room rates			平均房价	
I —early check-in guest			预约客人	
J —intelligent hotels			智能酒店	
K —high season			旺季	
L —no vacancies			客满	
M —night manager			夜班经理	
N —package price			打包价	
O —resort hotels & spas			温泉度假酒店	
P —registration card			登记卡	
Q —star ratings			星级评等	

Task 5

56. corporate receptionist	问题在广告的标题“Corporate Receptionist Wanted (前台接待)”中就可直接找到答案。但在回答问题时答案要做相应调整,各单词首字母变为小写。
57. College diploma	答案在“资历要求”的第一条“College diploma required”中。
58. office or receptionist	答案出在“资料要求”的第二条“At least 2 years of office or receptionist experience in a corporate environment”中。
59. memos, and documents	答案在“工作职责”的第五条要求“Compose correspondence, memos, and documents”中。
60. Word document	答案在文章的最后一段“Please submit your resume in a Word document in order to be considered.”中。

短文大意：此文是一篇的招聘广告。文章结构由标题、岗位、职务要求以及工作职责组成。招聘岗位为前台接待，求职者需要有大学文凭，两年以上企业办公室或前台接待工作经历，能够处理函电往来、内部通知以及各类文件的行文。求职者需用 Word 文档递交个人简历。

Part IV Translation-English into Chinese

61. B)—A)—C) 理解句子的关键点有两个：首先，要知道 be honored to be 的短语，意思是“做某事感到荣幸”；其次，动词不定式 to be held in Beijing next month（下个月在北京举行）是作 the seminar on computer technology（计算机技术研讨会）的后置定语。
62. C)—B)—A) 正确理解该句子的关键点在于表示选择的并列连词 either...or ..., 其意思为“要么……要么……”“或者……或者……”，通常用于连接两个性质相同的词或短语。此外，ambitious 的意思是“有抱负的，有雄心的”；promotion 的意思是“提升，晋升”。
63. B)—B)—C) 正确理解该题的关键点有两个：第一，“the+比较级……，the+比较级……”表示“越……，越……”的用法。此句中，the higher ..., the more frequent... 意思是“……越高，……频率越高”；第二，词组 be related to 的意思是“与……有关”。
64. A)—B)—C) 此句中，that are hard to realize by means of conventional machines 是定语从句，修饰 complex processes，但是本从句比较长，所以采用拆译的方法，即用分句来表示。此外，要正确翻译本句，以下词和词组的意思一定要知道：be used for 的意思是“用于”；a variety of 的意思是“各种各样的”；handle 的意思是“处理”；complex processes 的意思是“复杂的加工”；be hard to realize 的意思是“难以实现”；by means of 的意思是“用，借助于”。

65. 参考译文：

女士们、先生们，上午好！欢迎参加我们公司的年会。史密斯先生将做一个今年上半年业务发展的报告，布莱克博士将解释今年下半年的销售情况，格林先生将做一个可能会对我们未来的生意产生影响的国内市场现状的报告。会议结束前，我们很乐意回答你们的问题。现在，让我们欢迎史密斯先生。

（本段落中，the first half of the year 和 the second half of the year 的意思分别是“上半年”和“下半年”；have an impact on 的意思是“对……有所影响”。）

Part V Writing

Memo

To : All staff members

From: Wang Hai, Office Secretary

Date: June 19, 2016

Subject: Reminders

1. The two-week new employee pre-job training will be held in July this year. The new employees are advised to pay attention to the notice about the time and place of the pre-job training on the company's website.

2. The new parking lot will be used from August 1. The original parking cards will be out of use and replaced by the new ones free of charge. Those who want to get a new card please go to the Office for registration.

3. The company will hold a get-together to celebrate the 15th anniversary of its founding on August 10. All staff members are requested to be present.

高等学校英语应用能力考试 (A 级)

——2015 年 12 月试卷答案与解析

Part I Listening Comprehension

Section A

1. C) 细节题。对话中,女士接电话说:“您好。客户服务部,有什么事可以帮到您?”男士回答说“上周就订单送货事件曾打过电话投诉但至今未得到答复。”问题是:男士上周曾就什么事情投诉?问的是细节,故选 C)。
2. B) 细节题。男士说“我对明天的面试有点担心。”女士回答说“别紧张,你向来表现不错。”问题是:男士担心什么?故选 B)。
3. C) 细节题。女士说“有很多顾客投诉那家餐厅,价格贵、菜又不好吃”,男士回答说“有时会去吃顿午餐,因为毕竟是离办公室最近的餐厅。”问题是男士为什么有时 would 去那家餐厅吃午餐?因此选 C)。
4. C) 细节题。女士问男士如何发货,水运还是空运,男士回答“最好是铁路运输”。问题是:男士想要什么样的运输方式?故选 C)。
5. D) 细节题。女士说“对不起,单人间都已客满,只剩双人间。”男士说他要订两个双人间,住三晚。问题是:男士在干什么?故选 D)。

Section B

Conversation 1

6. D) 题干问,男士可能会做什么?根据对话中男士告诉女士公司正考虑下单,可推断选项 D)“向女士下单”为正确答案。
7. B) 题干问,女士要给男士寄什么?女士回答男士,“好的,我马上把最新价目表电邮给您”,故正确答案为 B)“价目表”。

对话大意:此对话涉及一笔生意。男士告诉女士,她在交易会上展出的鞋子给人印象很好,特别是运动类的童鞋,想现在下订单,女士答复立即电邮最新价目表。

Conversation 2

8. A) 题干问,这段对话可能发生在哪儿。女士打电话说“Hi, this is the room 566.”男士答“ Yes, Madam. How can I help you?”因此选项 A)“在宾馆”为正确答案。

9. B) 题干问,女士为什么打电话。女士打电话说“ Could you book a taxi for me to the airport tomorrow morning? ”, 所以 B) “ 预定出租车 ” 是正确答案。
10. A) 题干问,女士次日早晨何时可能离店。男士说“ 7 o'clock. It takes only 30 minutes from our hotel to the airport. ”女士答“ Then book a taxi at 7 for me, please. ”故选项 A)“ 7:00 ” 是正确答案。

对话大意: 本段是酒店客人致电服务台的对话。女士打电话要求为其预约明天去机场的出租车。她的飞机 8:30 起飞, 男士建议预约次日早上 7:00 的出租车为宜。

Section C

11. comfortable 12. decide 13. too little 14. personal interests 15. relate to

文章大意: 本文介绍面试技巧。面试官有时会以一个开放式的问题开始面试, 如: 请谈谈你自己的情况, 以打破僵局并使你在面试过程中自在一些, 同时也使其更加了解你的个性是否适合应聘岗位。但不宜过多谈论自己, 因为面试官不想知道你的一切, 讲的太少又会让人感觉你不坦诚。最好是能分享一些与工作无关的个人兴趣。

Section D

16. a brief introduction 来自原文 “ Today, I'll first give you a brief introduction about our company. ”
17. food items 来自原文 “ Our main products are clothing, food items and household products. ”
18. 50 years 来自原文 “ We have been in business for more than 50 years and become a large company. ”
19. website 来自原文 “ You may wonder where to find job openings at Family Dollar. The most obvious place is our website. ”
20. online 出自原文 “ , you can visit our website and make your application online. ”

短文大意: 本文是对公司应聘者致的欢迎词。致辞者先对 Family Dollar 公司做简要介绍。公司是美国境内的连锁商店, 是一家拥有五十多年历史的大型公司, 公司主营产品为服装、食品和日用品。若想在 Family Dollar 寻求职位, 最好登录公司网站并在线申请。

Tapescripts

Section A

1. W: Hello, customer service, what can I do for you?

M: I called to complain about the delivery of my order last week, but I haven't got any reply yet.

Q: What did the man complain about last week?

2. M: I am a bit worried about tomorrow's interview.
W: Don't be upset, you are always very good.
Q: What is the man worried about?
3. W: Many people are complaining about that restaurant. The food is expensive and isn't good.
M: I sometimes go there for lunch, after all, it's the nearest one from our office.
Q: Why does the man sometimes go to eat in the restaurant?
4. W: Mr. Smith, how shall we deliver your goods, by sea or by air?
M: Well, I prefer delivering them by train.
Q: How does the man like the goods to be delivered?
5. W: Sorry, our single rooms have been booked. We only have double rooms available.
M: Then, I'll have two double rooms for three nights.
Q: What is the man doing ?

Section B

Conversation 1

- M: Hello, Mrs. Lee, I have good news for you.
W: Good news? What is it?
M: Your shoes at the trade fair have impressed us. We are thinking of placing an order with you.
W: That's great! What types of shoes are you interested in?
M: Sport shoes, particularly the shoes for kids.
W: OK! I will email you the latest price list right now.
M: That's fine.
W: By the way, if your order is large enough, you can have a discount.
M: Thank you.

- Q6. What is the man likely to do?
Q7. What will the woman send to the man?

Conversation 2

- W: Hi, this is the room 566.
M: Yes, Madam. How can I help you?
W: Could you book a taxi for me to the airport tomorrow morning?
M: Sure. What time do you want the taxi?
W: My flight is at 8:30. What time do you think I should leave?
M: 7'o clock. It takes only 30 minutes from our hotel to the airport.

W: Then book a taxi at 7 for me, please.

M: All right! The booking will be made right away.

W: Thank you! And please make sure the taxi arrive by 7.

M : No problem! We'll take care of that.

Q8. Where did the conversation most likely take place?

Q9. Why did the woman make the call?

Q10. At what time was the woman most likely to leave the hotel the next morning?

Section C

An interviewer sometimes starts with an open-ended question like “ Could you tell me something about yourself? ”It is a way to break the ice and make you feel comfortable during the interview. It is also a way for the interviewer to know more about your personality to help him or her to decide if you are a good fit for the job.

It is not a good idea to talk too much about yourself because the interviewer doesn't want to know everything about you. But on the other hand, telling too little can make him or her wonder why you aren't more open. So it's a good idea to share some personal interests. These interests may not relate to your work.

Section D

Good afternoon! Ladies and gentlemen. Welcome to our company-Family Dollar. Today, I'll first give you a brief introduction about our company. Then, I'll discuss with you what jobs are available at present and how to apply for them. Family Dollar is a chain of stores that operate within the United States. Our main products are clothing, food items and household products. We have been in business for more than 50 years and become a large company. We are always looking for talented young people with related working experience to join our team. You may wonder where to find job openings at Family Dollar. The most obvious place is our website. If you are interested, you can visit our website and make your application online.

Q16. What does the speaker talk about first in his speech?

Q17. What are the main products of the company?

Q18. How long has the company been in business?

Q19. Where can people find job openings at Family Dollar ?

Q20. How can people apply for the jobs?

Part II Structure

Section A

21. C) “调查结束后，委员会公布了事故原因调查报告。” 本题考查非谓语动词的用法。主句的动作后于非谓语动词的动作，因而非谓语动词用现在分词的完成式在句中作时间状语。故正确答案为 C)。
22. D) “报告显示一半以上的女性在工作单位被迫吸入二手烟。” 此题考查固定搭配，suffer 常与 from 连用，表示“忍受，遭受；患……病；受……之苦”，所以正确答案为 D)。
23. A) “无论客户的需求多具有挑战性，我们的目标是满足客户的需要。” 本题考查从属连词的用法。因为句中缺少连词，而 challenging 又是形容词，故连词选择 however 才符合题意。故正确答案为 A)。
24. D) “直到火车消失在视线中，秘书方才离开车站。” 此题考查倒装语序。only 和时间状语从句置于句首，所以导致句子需用部分倒装，故正确答案为 D)。
25. B) “如果他们更加努力地工作，他们应该已经提前完成了该项目。” 本题考查虚拟语气的用法。这是 if 条件句的虚拟语气形式，全句是对过去的虚拟，主句动词应该用 would have done，故正确答案为 B)。
26. D) “公司决定赞助本次展会，通过该展会可提升公司形象。” 本题考查非限制性定语从句的用法。非限制性定语从句关系代词的选择取决于它前面的先行词是人还是物，若先行词是物，用 which；若为人，就用 whom，本句先行词 exhibition 是物，所以关系词用 which，故正确答案为 D)。
27. C) “据说新任命的经理为人不好相处。” 本题考查并列连词的用法。flexible 和 easy 同为形容词，前面又出现了 neither，后面要用 nor 与之配合，故正确答案为 C)。
28. B) “工资可能不高，但护士助理这份工作确实有其他的好处。” 本题考查从属连词的用法。根据主句：“护士助理这份工作确实有其他的好处”来判断，从句应该是让步状语，四个选项中，只有 while “然而……”符合题意，故正确答案为 B)。
29. B) “如何包装产品对物流成本产生显著影响。” 本题考查固定搭配。Impact 既可与 on 也可与 of 连用，但意思不同，前者意为“对……的影响”；而后者 of sth. 是所有格，意为“……的碰撞/冲击力/影响”；根据上下文，故正确答案为 B)。
30. A) “这所学校给我留下印象最深的是其设计，同时考虑到满足学生及社区居民的需求。” 本题考查主语从句连接词的用法。主语从句连接词在从句中指物并起主语作用，要用 what，故正确答案为 A)。

Section B

31. cooperation “看在我们长期合作的份上我方可考虑降价 10%。” 此题考查词性转换。our long-term 在句中作定语，其后需要跟名词，故填写 cooperation。

32. valuable “在这里你可以找到有价值的资料以帮助你提高沟通技巧。” 本题考查词性转换。resources 是名词，作句子的宾语，其前应用形容词来修饰。故填写 valuable。
33. less efficient “长时间以来人们认为开车不如乘坐飞机效率高，但新的研究发现，事实与非如此。” 本题考查形容词比较级。flying 前有表示比较级的连接词 than，driving 和 flying 又都是动名词，修饰名词要用形容词，再从逻辑推理判断 driving 不及 flying 速度快、效率高，故填写 less efficient。
34. be sent “收到贵方的具体询价，我方立即报价并将样品寄出。” 此题考查被动语态的用法。主句中主语的是物，是动作的承受者，谓语动词要用被动式。
35. receiving “收到我方贷款后，若对服务体验感到不完全满意，请联系我们。” 本题考查名词的用法。after 介词后只能跟动名词，receive 的动名词形式是 receiving。故填写 receiving。

Part III Reading Comprehension

Task 1

36. C) 细节题。就许多演讲者认为他们的观点越具有说服力，观众会怎样选择答案。根据第一段第一句话“ In giving a business presentation ,many speakers think that if their idea is strong, their audience will get it readily. (商务演讲中，很多演讲者认为只要其想法具有说服力，观众就会很容易听得懂。)” 可知答案。
37. A) 细节题。就第二段第三句话“ In an effective business presentation, the fewer the points, the better the message gets passed on. ” 进行提问，即为什么建议演讲时少提出要点？故选项 A) “ 信息传递越容易 ” 为正确答案。
38. D) 细节题。问演讲者如何帮助观众更牢固地记住信息并作出选择。第二段第六句“ Great business presenters relate their ideas and concepts to their audience by using simple, powerful diagrams instead of relying on the text-based slides. (优秀的演讲者用简单易懂、表现力强的图表代替文字，使观众对其思想和观点易懂，也记得牢)”，故选项 D) 为正确答案。
39. B) 语义题。就第二段倒数第三句话“ When your idea is clear, it is easier to transfer it. ” 中 transfer 是什么意思要求选择。根据前一句“ 思路不清晰，无法绘出图表。” 以及本句“ 思路清晰，就很容易将文字转换成图表 ” 可知 transfer 应为 pass on，故选项 B) 为正确答案。
40. A) 主旨大意题。就文章主要讲什么要求选择。第二段第一句“ What can we do to make a business presentation easier to understand? (怎样才能使商务演讲更易懂？)” 而且第二段整段都在讨论使商务演讲简单易懂、行之有效的方法，故选项 A) 为正确答案。

文章大意：商务演讲中，很多演讲者认为只要其想法具有说服力，观众就会很容易听得懂。当观众听不懂时，演讲者颇感气馁。特别是技术专家受邀向用户做产品推介时情况常常如此。好的演讲往往是简单可视，为使演讲更容易懂，建议演讲者注意：演讲要点越少越容易传递信息，用简单易懂、表现力强的图表代表文字，观众易懂，也记得牢。当你的思路清晰，就很容易将文字转换成图标。

Task 2

41. A) 细节题。就 Bule Jeans 公司靠什么起家要求选择。第一段第二句 “In fact, it began in Elena’s basement when they sold jeans to friends. (初创时，公司向朋友出售牛仔裤。)”，故选项 A) 为正确答案。
42. C) 语义题。第三段第一句中的非限制性定语从句 “... , which means that they supplies are produced without the use of any chemicals. (..... 这意味着所供产品是不使用化学品生产的天然棉花)” 对有机棉一词做了解释，所以选项 C) 为正确答案。
43. C) 细节题。第三段倒数第二句 “We work closely with our partner to ensure quality through regular checks. (我公司与合作伙伴密切合作实行定期检验以确保产品质量)” 是问题所在。因此选项 C) 为正确答案。
44. B) 细节题。第三段第二句中 “... , it’ll be routed to our production and shopping partner in Los Angeles. ” 是答案所在。故选项 B) 为正确答案。
45. D) 细节题。文章最后一段最后一句 “... in addition to the future launch of the jean-recycling program. (除了未来公司将开发牛仔裤回收利用项目外，还有.....)”，所以选项 D) 为正确答案。

文章大意：Blue Jeans 公司，作为 Elena Horowitz 和 James Foster 的合伙企业，创立于 2012 年 10 月。初创时，公司向朋友出售牛仔裤。现在公司从土耳其和日本供应商处采购最优质的有机棉，即不使用化学品生产的天然棉花。原材料一运抵美国，立即发往洛杉矶进行生产并和船运合作商合作。为确保产品质量，公司对产品实行定期检验。未来该公司将开发牛仔裤回收利用项目。

Task 3

46. a free account 本题就网上开店步骤中的第一点要求填空。从第二段的第一句 “Simply open a free accout, ... ”，可直接得到答案。
47. your prices 此题对网上开店步骤中的第三点要求填空。从第二段的第一句 “Simply open a free accout, upload your images, set your prices for the available print sizes, and ... ” 中直接找到答案。
48. greeting cards 该题对网上开店步骤中的第四点要求填空。根据第三段 “You can immediately start selling fine art prints and greeting cards to a worldwide audience of art collectors. ” 可知答案。

49. 5 million 本题就网站访客数量进行填空。根据第四段“ Each month, more than 5 million visitors stop by FAA to browse and purchase artwork. ”可知答案。
50. marketing features 根据第六段后半句“ ... and we also provide you with powerful and unique marketing features. ”可知答案。

短文大意：Fine Art America.com 是一个网络交易市场。开店步骤：免费开通账户，上传图片，销售美术品及贺卡；网站访客量月超五百万人次；网站促销方式：1) 为艺术品刊登广告；2) 提供强有力的、独特的营销手段；其另一特色是该网站拥有 4 万多位艺术家的网络社团。

Task 4

- | | | | | |
|------------------------|----------|----------|----------|----------|
| 51. K, Q | 52. D, A | 53. F, M | 54. I, N | 55. J, L |
| A —Bear market | | | | 熊市 |
| B —Bull market | | | | 牛市 |
| C —Closing price | | | | 收盘价 |
| D —Opening price | | | | 开盘价 |
| E —Primary market | | | | 一级市场 |
| F —Secondary market | | | | 二级市场 |
| G —Individual investor | | | | 个人市场 |
| H —Annual report | | | | 年报 |
| I —Cash flow | | | | 资金流 |
| J —Earnings per share | | | | 每股收益 |
| K —Price per share | | | | 每股股价 |
| L —Market value | | | | 市场价值 |
| M —Volume of trading | | | | 交易股 |
| N —Ordinary share | | | | 普通股 |
| O —Composite Index | | | | 综合指数 |
| P —Account balance | | | | 账户余额 |
| Q —Annual return | | | | 年回报 |

Task 5

56. phone calls 本题就过去找酒店要做什么填空。问题在“ 开始搜索 ”的第一句“ Years ago searching for a hotel required a lot of phone calls to hotel chains. (多年前找酒店要给连锁店打很多电话。) ”中就可以找到答案。
57. phone calls 本题就找到满意的酒店预订网站后人们要做什么填空。答案在“ 开始搜索 ”的最后一句“ Just locate your favorite online hotel booking site, enter your

- travel destination, the date of your trip, and the number of hotel guests.” 中, 所给出部分答案。
58. guest scores 本题就网上订酒店如何排序填空。答案出在“缩小选择范围”第二句“ You’ve found a list of hotel rooms online ordered by hotel star rating, guest scores, or price.” 中。
59. rating 本题问题出自“缩小选择范围”最后一句话“ If it’s the star rating of the hotel, then click to sort by rating.” 中。
60. similar 本题就为什么要考虑客户评分填空。答案在“客户评分及评价”的最后一句“ Your experience is likely to be similar.” 中。

短文大意：要在网上为家庭度假预订酒店房间，进行搜索时有几个窍门。在网上搜索与以往找宾馆要打许多电话不同，现在只需要确定你最喜欢的酒店预订网站，输入旅行目的地、旅行时间及住宿人数即可；缩小选择范围：根据星级、客人评价和价格不同，对搜索到的酒店排序；若按价格选择，则以价格由低向高排序，若按星级选择，则以星级排序；客户评分及评价：一定要看客人评分及评价，因为你有可能与他们体验相似。

Part IV Translation-English into Chinese

61. C)—B)—A) 本句 it 是形式主语, that 引导主语从句, 从句中包含 so ... that “如此……以至于……”构成的符合结构, devote oneself to sth. “献身于; 倾注于”; develop a habit “养成习惯”。
62. B)—A)—C) 这是一个强调句, 强调句子的主语, 主语由并列连词 not ... but ... “不是……而是……”连接, 第一个主语是从句 how much data you collect “你收集的数据有多少”, 第二个主语是由过去分词 collected 修饰的名词短语 the value of the data “数据的价值”; run a business “办企业, 开公司”。
63. A)—C)—C) Failure...may result in the test being canceled and loss of the test fees. 是句子的主要结构, 其中 result in “导致……结果是……”, test 由现在分词的被动式 being canceled 修饰, test fees “考试费”; loss of the test fees “损失考试费”。
64. A)—C)—B) This manual contains operating procedures 是本句的主要结构“本手册包含操作程序”, operating procedures 后有两个定语修饰, 一为介词短语 of the most frequently used basic functions “最常用的基本功能”, 另一个是现在分词短语 allowing the machine to immediately be used “让机器人立即使用”用作非限制性定语。

65. 参考译文：

我们诚邀您向第 19 届世界工商管理大会递交论文。会议将于 2016 年 6 月 29 日至 7 月 2 日在法国巴黎举行，论文提交的截止日期为 2016 年 1 月 21 日。会议重点讨论小企业管理，该议题与

您的研究领域密切相关。如果您需要更多的时间准备，请告知合适的时间节点，我会通知您是否可行。

【解析】

这是邀请函的一段落，共五句话，前三句是简单句；第四句话带有一个非限制性的定语从句；第五句由并列连词连接了两个复合句，第一个带有条件句，第二个带宾语从句。第一句中：submit a paper to “向……提交论文”，第二句 take place “举行；发生”，本句涉及时间、地点，翻译时按汉语习惯先时间后地点；第三句 deadline “截止期限，最后期限”，submission “提交，递交”，第四句主句中 focus on “着重，重点，集中于”，增译为偏正结构“重点讨论”，从句中 be related to “与……有关”，非限制性定语从句修饰 small business management，翻译时独立成句；第五句 feasible “可行的；可能的；可实行的”，If you need more time “如果您需要更多的时间”，此处增译“准备”一词才更为贴切。

Part V

Writing

October 30, 2015

Dear Mr. Petter Jefferson,

ABC Company will hold a New Product Release. It will take place at the Oriental Hotel in Guangzhou, China, on December 18th, 2015. I would like to take this opportunity to invite you to join us. During the product launch, our new products will be displayed and some experts are invited to give relevant reports. After it, we will have business talks.

Heartily thanks to your long-term cooperation with us and I am looking forward to a continuous and enhanced partnership. Please accept our warm welcome and sincere invitation.

Would you please let us know if you can come and kindly send us a confirmation before the end of November? I can assure you that we will make everything convenient to you.

Yours, faithfully

Wang Hua

Market Department Manager

ABC Company

高等学校英语应用能力考试 (A 级)

——2015 年 6 月试卷答案与解析

Part I Listening Comprehension

Section A

1. C) 细节题。对话中,女士说“喜欢的车担心买不起。”,男士建议“可以向银行贷款买。”问题是:男士建议女士做什么?因此选项 C)“向银行贷款”为正确答案。
2. B) 因果题。对话中,男士问“在这家公司找到工作了吗?”,女士答说“没找到,没有空缺的职位。”问题是:女士为什么在这家公司没找到工作?故答案应选 B)“公司无法提供任何职务”。
3. D) 细节题。女士问男士如果成为俱乐部的会员可获得什么好处,男士答说可获得价格折扣。问题是:俱乐部的会员可获得什么好处?因此选项 D)“价格折扣”是正确答案。
4. C) 推断题,男士问女士有什么需要帮忙的,女士说上周在店里买了台洗衣机,但现在坏了。问题是:从对话中可以知道什么?这是推断题,故选项 C)“女士在投诉”为正确答案。
5. D) 细节题。女士问“可以约见你们经理吗?”,男士反问对方是谁。问题是:女士为何打电话?故选项 D)“预约”为正确答案。

Section B

Conversation 1

6. A) 题干问,女士在银行干什么,根据对话中女士说要兑换现金支票,因此选项 A)“兑换支票”为正确答案。
7. B) 题干问,女士想要多大面额的支票,女士答,“请给我八张一百的”,故正确答案为选项 B)“八张一百的”。

对话大意:这是发生在银行的一段对话。女士要兑换现金支票,男士让其填单并问她支票要多大面额的,女士回答要八张一百的。

Conversation 2

8. D) 题干问,男士为什么申请这个职位。根据男士的回答“I want to get a more challenging

job.”，因此选项 D) “想尝试更具挑战性的工作” 为正确答案。

9. D) 题干问，男士是如何获知这个职位的？根据男士的回答 “I read about it in the newspaper.”，所以选项 D) “从报纸上” 是正确答案。

10. A) 题干问，男士为什么能胜任这份工作。根据男士的回答 “I have five years' work experience in this field.”，故选项 A) “他有相关工作经验” 为正确答案。

对话大意：这是工作面试场景。女士问男士求职的原因，男士说想找一份更具挑战性的工作，女士又问他从何处获得此招聘信息，男士回答说，从看报纸上看到的，女士又问他有什么理由使其认为自己胜任这份工作，男士告知他有 5 年本行业的工作经验。

Section C

11. go online
12. compare prices
13. look into
14. staying
15. carefully

文章大意：本文是以第一人称写的个人旅游心得。旅游度假前，我都会做足功课。首先，通常会看旅游指南或上网搜索，对可能的目的地做出评价；乘飞机，就要对不同的航空公司的票价加以比较；坐火车，就得搞清优惠票或其他票的价格；至于住宿，便宜的旅店或汽车旅馆我都不介意。经仔细计划，我的旅行一般都会很开心。

Section D

- | | |
|----------------|--|
| 16. sales | 来自原文 “First of all, I'd like to talk about our sales this year.” |
| 17. successful | 来自原文 “... our sales this year have been very successful and ...” |
| 18. very hard | 来自原文 “Our sales people have been working very hard and ...” |
| 19. 10% | 来自原文 “By that time sales were down by 10% and ...” |
| 20. not happy | 来自原文 “We made some difficult decisions and some people were not happy with them at first.” |

短文大意：这是公司年终总结大会发言稿的片段。发言者首先讲了公司今年的销售情况非常喜人，已实现了今年的销售目标，销售人员工作非常辛苦，部门业绩优异。相比之下，去年销售额下滑 10%，当年公司做出了一些艰难的决定，起初有些人还不很理解，但是，自此以后公司的销售情况大为改观。

Tapescripts

Section A

1. W: I love the car, but I'm afraid I can't afford it.

M: If you really like it, you can borrow money from the bank.

Q: What does the man advise the woman to do?

2. M: Have you got a job with the company?

W: No, no position is available now.

Q: Why can't the woman get the job with the company?

3. W: What benefits can I get if I become your club member?

M: You can enjoy a price discount.

Q: What benefit can a club member get?

4. M: Can I help you, madam?

W: Yes, I bought a washing machine in your shop last week, but it doesn't work now.

Q: What can we learn from the conversation?

5. W: Hello, may I make an appointment with your manager?

M: OK, but who was calling please?

Q: Why does the woman make a phone call?

Section B

Conversation 1

M: Good morning. May I help you?

W: Good morning. I need to cash this check.

M: Certainly, could you please fill in this form?

W: Sure where should I sign my name?

M: In this box please. Do you bring your ID card and savings account book?

W: Yes, here you are.

M: Thank you. How would you like to have your money?

W: Eight notes of one hundred please.

M: Alright. Here is the money and your savings book.

W: Thank you very much.

Q6. What is the woman doing in the bank?

Q7. How would the woman like to have her money?

Conversation 2

W: Why do you want to work with our company?

M: I want to get a more challenging job.

W: How about your current job?

M: My salary is not bad. But I want to have a try of this chance.

W: Alright. How did you get to know about this job?

M: I read about it in the newspaper.

W: Why do you think you are suitable for the job?

M: I have five year' work experience in this field.

W: OK. Then how much salary do you expect from this job?

M: No less than five thousand *yuan* per month.

M: Do you have any questions?

W: Not at the moment.

W: Right. We will inform you when we have made a decision.

M: Thank you for the interview.

W: You're welcome.

Q8. Why did the man apply for the job?

Q9. How did the man know about the job?

Q10. Why did the man think he is suitable for the job?

Section C

Before I got on vacation, I always plan my trip. For starters, I usually take a look at travel guide books or go online and review possible destinations. Then, I checked the costs involved in traveling to that particular place. If I'm traveling by train, then I have to compare prices on airfare for different airlines. If I'm traveling by train, then I have to look into train passes or tickets. I also need to locate hotel accommodations. Fortunately, I don't mind staying at a cheap hotel or a motel. Finally, I try to plan money for meals and other sightseeing expense. If I plan carefully, I usually have a good time.

Section D

Good morning, everybody. Welcome to our meeting. First of all, I'd like to talk about our sales this year. Please look at the screen. From this chart, you can see our sale this year have been very successful and we have already achieved all our sales targets for the year. Our sales people have been working very hard and the department has performed very well. When we think back to the problems we had last year, the success is especially pleasing. By that time sales were down by 10% and things did not look good at all. We made some difficult decisions and some people were not happy with them at first. However, since then we're happy to see that performance has improved.

Q16. What will the speaker talk about first at the meeting?

Q17. How are the company's sales this year?

Q18. What does the speaker think of the sales people?

Q19. How much did last year's sales decrease?

Q20. What did some people feel about the decisions made by the company?

Part II Structure

Section A

21. C) “因突发事件，总经理决定推迟出访英国。”本题考查动词不定式的用法。及物动词 decide 后只能带 to 的不定式，故正确答案为 C)。
22. C) “商业购车贷款的发放与贷款的操作很类似。”本题考查非谓语动词的用法。as 引导从句，在句子中作方式状语，意为“像……一样”，等于 like，但 like 是介词，故正确答案为 C)。
23. B) “昨天会议上提出的建议听起来好像不实用。”本题考查非谓语动词的用法。句中 suggestion 与动词 make 之间是被动关系且是过去的动作，所以要用过去分词，即 made。故选 B)。
24. C) “《家族企业杂志》是那些准备创立家族企业者的主要出版物。”本题考查定语从句中的关系代词的用法。这是含定语从句的复合句，从句中缺少主语，先行词是 those，指的是人，应用 who 引导。所以正确答案为 C)。
25. C) “直到那天我才意识到面试中行为举止的重要性。”本题考查倒装语句。not until 放在句首时，句子一般用部分倒装，同时此句有明显的过去时间状语，所以正确答案为 C)。
26. A) “正是这些微小的差异使公司今天最终变得极为成功。”本题考查强调句的用法。本句空格后面的句子缺少主语，句首出现了 It was ... 这样的结构，而在 It was ... 与空格之间的名词短语 these small differences，很容易判断出本句是一个强调名词主语的强调句结构，因此只有 A) 项的 that 符合要求。
27. D) “公司本次很难渡过难关，除非销售团队能制定出新的促销方案。”本题考查条件状语从句连词的用法，unless 在意义上相当于 if ... not，表示除此以外的唯一条件，一般不用于非真实条件句。故正确答案为 D)。
28. D) “公司收到您的退货后，在十五个工作日内您将收到全额退款。”本题考查动词时态。这是带有时间状语从句的复合句，从句时态为现在时，根据“主将从现”的原则，从句用一般现在时表示将来，主句时态应为将来时，故 B) 为正确答案。
29. A) “无论您是初次找工作还是准备换新工作都是巨大的挑战。”本题考查连词的用法。whether ... or ... 意为“是……还是……，不管……还是……，既……又……”，在句中连接了并列谓语 ... looking for ... or planning to ...，故 A) 为正确答案。
30. B) “销售经理因被要求减薪后于周一提出辞职。”本题考查非谓语动词的用法。因为

after 在句中是介词，故其后要跟动名词，所以正确答案为 B)。

Section B

31. difference “我们发现两种产品没有多大差别。” 本题考查词性转换。there be 句型中缺少主语，用形容词 different 的名词形式 difference 作 there be 句型的主语。
32. limited “如果您的预算有限，他们将根据您的需要调整整个服务项目。” 本题考查被动语态的用法。从句中主语 budget 与谓语动词 limit 之间是被动关系，故填写 limited。
33. impression “我对这个地方没什么印象，因为我开车经过时天黑了。” 本题考查词性转换。主句中及物动词 get 之后，介词短语 of the place 之前应该是名词形式，动词 impress 的名词形式是 impression。故填写 impression。
34. impression “在假期开始前根据要求你得立即参加项目培训。” 本题考查词性转换。此处需要副词来修饰动词短语 participate in，形容词 immediate 的副词形式是 immediately。
35. getting “没有高中文凭，年轻人很难找到好工作。” 本题考查固定搭配。to have difficulty in doing sth. 是固定用法，意为“做……有困难”。故填写 getting。

Part III Reading Comprehension

Task 1

36. C) 细节题。就 Lubetzky 要求其雇员提前多久递交辞呈要求选择答案。根据第二段“Founder and CEO Daniel Lubetzky asks employees, ... , for at least two months, and in some cases two year's notice. (创始人及总裁 Daniel Lubetzky 要求其员工，……，辞职前至少要提前两个月甚至两年递交辞呈)”可知，故选 C)。
37. D) 细节题。根据第三段第一句话“In return, Lubetzky focuses on their professional growth until the day they leave.”可知 Lubetzky 最关心的是他们的职业成长。故选 D)。
38. A) 细节题。根据第五段第一句话“We call the KIND team a ‘family’, so major life transitions like changing jobs aren't meant to be kept in secret until the last minute, ...”可知答案。故选 A)。
39. A) 语义题。就下划线的短语“a baby on the way”是什么意思要求做出选择。根据经验和常识猜测词义应该是“要生孩子了”，故选 A)。
40. B) 细节题。就 Lubetzky 对辞职提出要求的真正目的是什么进行选择。根据最后一段最后一句“He simply wants anyone who is exploring new opportunities to be open about it. (他只是想让获得新的机遇的人能将他们的离职公之于众。)”可知，故选 B)。

短文大意：美味健康快餐的创始人及总裁 Daniel Lubetzky 要求员工或团队在辞职前至少要提

前两个月甚或两年提交辞呈,作为回报 Lubetzky 会专注于对员工的专业技能培养直到他们离职为止。美味团队被视为一个家族,所以其成员在遇到像转换工作这样的人生重大转折时无须保密到离职的最后一刻才说,无论辞职的理由是要生孩子了,或是因个人原因要离开此地,还是打算返回学校继续深造,Lubetzky 只是想获得新的机遇的人能将他们的选择公之于众。

Task 2

41. A) 细节题。根据第三段第一句“ You should arrive in time for Welcome Week, which begins on 16th September, 2015. (您应于迎新周按时到校,迎新周始于 2015 年 9 月 16 日。)”可知,故选 A)。
42. C) 细节题。根据第四段第二句“ As soon as you met the conditions set for you, please inform International Admissions in writing by letter or fax... (一旦接受邀请,请尽快写信或发传真通知校国际招生部……)”可知,故选 C)。
43. D) 细节题。根据第三段第四句“ You should therefore ensure that you or your sponsor can provide at least \$600 per month to support yourself. (因此每月能确保有至少 600 英镑的生活资助供自己开销。)”可知。故选 D)。
44. B) 细节题。根据第四段最后一句中“ All students whose first language is not English are expected to obtain formal English proficiency certificates. (第一语言非英语的所有学生应有英语水平证书。)”可知。故选 B)。
45. A) 推断题。信中告知鲁顿大学有条件录取的具体条件,信的最后要求尽快将附寄的回执寄回并告知是否接受录取,表明了信的目的。B)是明示的条件之一无须推断,C)、D)两项文中未提及。故选 A)。

短文大意:这是一封通知函。信中告知李东先生已获鲁顿大学的有条件录取。迎新周始于 2015 年 9 月 16 日,2015 年 9 月 30 日上课。如接受邀请,请尽快写信或发传真通知校国际招生部。鲁顿的国际学生可申请校内住宿一年,条件是每月能确保有至少 600 英镑的生活资助。第一语言非英语的所有学生应有英语水平证书。请尽快将附寄的回执寄回并告知是否接受录取。

Task 3

46. disadvantaged 此题就申请条件二要求填空。答案在第二段的第二句“ Youths from limited-income families and disadvantaged home lives are eligible for admission. ”中。
47. U. S 该题对申请条件三要求填空。答案在第二段的第四句前半句“ Job Finder applicants must be U. S. citizens and ... ”。
48. safe 对项目提供的第一个好处要求填空。答案在第三段的第一句“ The program offers safe working and living environment at various centers

- throughout the United States.” 中。
49. job training 此题就项目提供的第二个好处进行填空。答案在第三段第三句前半句“ Each Job Finder participant will receive real world job training and ... ”中。
50. driver's license 该题对项目的第三个好处要求填空。问题可在第三段最后一句“ Participants also have the opportunity to obtain a high-school diploma or test for a driver's license. ” 中找到答案。

短文大意：这是一个培训项目介绍。该培训项目的目的是为培训和就业提供机会。申请条件是：1) 年龄为 16 至 24 岁；2) 来自收入有限家庭和弱势群体家庭；3) 美国公民；4) 需要资金和教育支助。其他好处为：1) 工作及生活环境安全；2) 提供真实环境的职业培训和生活津贴；3) 提供获得高中文凭和考取驾照的机会。

Task 4

- | | | | | |
|-------------------------------------|---------|---------|---------|---------|
| 51. F,N | 52. Q,I | 53. M,O | 54. D,K | 55. L,B |
| A —Acquisition cost | | | | 购置成本 |
| B —Actual costs | | | | 实际成本 |
| C —Arrival notice | | | | 到货通知 |
| D —Balance of trade | | | | 贸易平衡 |
| E —Bill of lading number | | | | 提单号 |
| F —Buyer behavior | | | | 买方行为 |
| G —Cash conversion cycle | | | | 资金周转周期 |
| H —Certificate of origin | | | | 原产地证明 |
| I —Chain of customers | | | | 顾客链 |
| J —Credit level | | | | 信用等级 |
| K —Customer relationship management | | | | 顾客关系管理 |
| L —Duty free zone | | | | 免税区 |
| M —Electronic commerce | | | | 电子商务 |
| N —Free trade zone | | | | 自由贸易区 |
| O —Indirect cost | | | | 间接成本 |
| P —Minimum weight | | | | 最低重量 |
| Q —Net weight | | | | 净重 |

Task 5

56. quick and easy 此题就 B 型寿险有什么优点填空。答案在文章主体部分的第二句“ That's why we've created the B-Assured Life insurance that's really quick and easy. ” 中。

57. online 该题就如何申请 B 型寿险填空。答案在文章主体部分的第五句“ With the B-Assured Life insurance you can apply online and be covered in minutes. ”中。
58. 18 and 55 本题就什么人资格申请该险种填空。答案出在具体条款的第一条“ B-Assured is available for people aged between 18 and 55 ”中。
59. A lump sum 本题就诊断出患有绝症后投保人可获得什么样的赔付要求回答。答案出自具体条款的第二条“ A lump sum is paid out when the policy holder dies or is diagnosed with a terminal illness ”中。
60. tax relief 本题就投保 B 型寿险可得到什么好处填空。答案在具体条款的第三条“ Tax relief on your premiums ”中。

短文大意：这是某种保险产品的介绍。公司刚推出 B 型人寿保险，这种产品申购快速理赔容易。该险种可从网上申购，投保年龄适用于 18 岁到 55 岁之间的人群，投保人患绝症或亡故可获得一次性赔付，投保的保费还可以免税。

Part IV Translation-English into Chinese

61. B)—A)—C) 本句 to 引导目的状语置于句首，其中 confirm the reservation “确认预定”主句是祈使句，句中 business hours 意为“营业时间，上班时间”；deposit “押金，定金”；tour fare “旅费”；per person “每人”。
62. C)—B)—A) company has appointed agents 是句子的主干，appoint 意为“任命；指定”，agents 后有若干个介词短语 in various important cities, in over 50 countries, throughout the world 合在一起作状语，译为“在全世界 50 多个国家的许多重要城市”。
63. A)—B)—C) 此句是复合句，ensure 后跟 that 引导的宾语从句，宾语从句中又有 in which 引导的限制性定语从句修饰 environment，定语从句中两个被动结构 differences are respected 和 different solutions and ideas are welcome 按照汉语习惯，通过译成“得到”和“受到”转为主动态。
64. C)—A)—B) 这是由 once 引导时间状语从句的复合句，从句中 application “申请”；process “处理，加工”，主句中 within 5 workdays 译成“5 个工作日内”。

65. 参考译文：

现在，我们使用智能手机基本能够处理所有的银行业务。许多大银行允许我们用智能手机进行支付和转账。虽然专家说 70%左右的美国人未来将使用移动银行服务，但是有些专家担心移动银行服务存在安全性问题。如果你经常要用智能手机办理银行业务，应在手机上安装杀毒软件并设置密码。

Part V Writing

To: Ingo Johnson
From: Valter Smith
Date: 13th June, 2015
Subject: On Company's Sales Report

The company's sales report for the first half of the year has been received. In recent months, the product sales have declined by 20%, and in some places even up to 50%. The reasons areas follows:

- 1) Advertising in local magazines and newspapers doesn't work well;
- 2) Appearance design does not get people's attention;
- 3) The price is too expensive compared with similar products.

On next Monday morning, a department manager meeting will be held. The marketing department is required to put forward specific improving measures to increase product sales.

高等学校英语应用能力考试 (A 级)

——2014 年 12 月试卷答案与解析

Part I Listening Comprehension

Section A

1. B) 细节题。对话中, 女士问男士“在公司做什么工作?” 男士回答说“主管公司财务部。”此题问: 男士在公司负责哪个部门? 故选 B)。
2. C) 因果题。在这个对话中, 男士说“说真的你们价格涨得太快了, 几乎比去年高出了 25%”, 女士回答说“那是因为原材料涨价了。”问题是: 为什么价格比以前高? 故选 C)。
3. D) 细节题。女士问男士“来这个城市的目的是什么”, 男士说“想要寻求机会与当地公司做生意”。问题是: 男士为什么来访这个城市? 故选 B)。
4. B) 细节题。男士问女士“是否应该让朱先生做这个工作”, 女士认为“朱先生是最佳人选”。问题是: 女士如何评价朱先生? 故选 B)。
5. A) 细节题。男士说“我们开始吧。先谈谈你的教育背景。”女士说她“毕业于城市学院, 专业是办公室管理。”问题是: 两个说话者之间最可能是什么关系。故选 A)。

Section B

Conversation 1

6. C) 题干问, 为什么男士决定辞职? 根据对话中男士告诉女士公司已迁往其他城市, 他不想去, 可推断选项 C) “公司已搬迁”为正确答案。
7. A) 题干问, 今后男士打算干什么。男士回答女士说: “我准备开始创业”, 故正确答案为 A) “拥有自己的企业”。

对话大意: 这是一通电话录音。男士告诉女士他已辞职, 女士问其原因。原来是公司已迁往其他城市, 他不想随行, 女士问及他今后打算时, 他说想自己创业。

Conversation 2

8. D) 题干问, 男士要找谁? 男士问“May I speak to Mr. Williams, your sales manager, please?”, 因此选项 D) “销售经理”为正确答案。
9. B) 题干问, 为什么威廉姆斯先生不能接电话? 女士说“I'm afraid you can't. He is having a meeting now.”, 所以 B) “他正在开会”为正确答案。

10. C) 题干问,男士给威廉姆斯先生的留言是什么?男士说“Just tell him to return my call as soon as possible.”,故选项 C)“请他回电话”为正确答案。

对话大意:这段对话是有关留言的电话录音。男士有急事想与销售经理通话,但销售经理正在开会。女士请其留言并答应转告,男士留言请销售经理尽快回电话。

Section C

11. was set up 12. made a profit 13. meet the needs 14. promote 15. consider

短文大意:本文是参观公司时导游对工厂做的情况介绍。公司始建于 20 世纪 80 年代,主要生产和出口电子产品。去年创利润约 80,000,000 美元,且业务稳定增长。公司在亚洲、北美和欧洲设有办事处,员工有 1,500 人。公司乐于满足客户需求。为进一步拓展海外市场,公司需要更多的代理商为其推销产品。希望各位能与公司开展业务合作。

Section D

- | | |
|------------------------------|---|
| 16. importance | 来自原文“Last time, I talked about the importance of an oral presentation.” |
| 17. structure | 来自原文“Today, I'd like to talk about the structure of a presentation.” |
| 18. middle and ending | 来自原文“..., the typical presentation consists of three parts: the beginning, middle and ending.” |
| 19. introduction of yourself | 来自原文“... because it is the introduction of yourself to your listeners.” |
| 20. the listeners' attention | 来自原文“An effective beginning draws the listeners' attention and sets the proper tone for your presentation.” |

短文大意:演讲者上次讲的是口头陈述的重要性,这次他要谈的是关于口头陈述的篇章结构。一般而言,典型的陈述由开头、中间和结尾三部分组成,换句话说,就是引言、正文和结构。其中开头最为重要,因为这部分是在向听众介绍你自己。令人印象深刻的开头可以吸引听众的注意力并为演讲确定合适的基调。

Tapescripts

Section A

- W: So what do you do in the company, Mr. Green?
M: I'm in charge of the company's financial affairs department.
Q: What department is Mr. Green in charge of in the company?
- M: I'm sorry to say that your price has gone up so fast. It is almost 25 percent higher than last year.

W: That's because the price of raw materials has gone up.

Q: Why is the price higher than before?

3. W: What is the purpose of your visit to this city?

M: To look for a chance to do business with local company.

Q: Why does the man visit this city?

4. M: Do you think we should ask Mr. Zhu to do this job?

W: Sure, he is the best person for the job.

Q: What does the woman say about Mr. Zhu?

5. M: Let's get started. Tell me a bit about your educational background.

W: Well, I graduated from the City College. My major is office management.

Q: What is the most probable relationship between the two speakers?

Section B

Conversation 1

M: Hello, Linda. This is Frank speaking.

W: Hi, Frank. It's nice to hear from you again,

M: Me too. I'm not as busy as before, because I've quit my job.

W: What? Why did you give up your job?

M: The company has moved to another city. I don't want to move there.

W: Oh, I see. Do you have a plan for the future?

M: Yes, I'm going to start my own business.

W: Good idea. You'll have more time with your family.

M: That's true. I do want to have more time with my family.

W: Then you don't need to go to the office everyday. Good luck, Frank.

M: Thank you, Linda.

Q6. Why did the man decide to give up his job?

Q7. What is the man planning to do in the future?

Conversation 2

W: Good afternoon, Alex Company. May help you?

M: Yes. May I speak to Mr. Williams, your sales manager, please?

W: Sorry, he isn't available right now.

M: Then can I reach him a moment later?

W: I'm afraid you can't. He is having a meeting now.

M: But I have something urgent to talk with him.

W: Then would you leave him a message?

M: Yes. This is Richard Alexander from Star Electronics.

W: Mr. Alexander, your message please ?

M: Just tell him to return my call as soon as possible.

W: OK, I will give him the message when he comes back.

M: Thanks.

8. Who does the man want to speak to?

9. Why can't Mr. Williams answer the phone?

10. What message does the man leave to Mr. Williams?

Section C

Ladies and Gentlemen,

It's my honor to be the guide to show you around our company. First of all, I'll introduce our factory to you.

Our company was set up in the 1980s. We mainly produce electronic goods and export them all over the world. We made a profit of about \$80 million last year, and our business is growing steadily. We now have offices in Asia, North America and Europe, with about 1, 500 employees, and we are working gladly to meet the needs of our customers. In order to further develop our oversea market, we need more agents to promote our products.

I hope you will consider doing business with us. Thank you!

Section D

Last time, I talked about the importance of an oral presentation. Today, I'd like to talk about the structure of a presentation. A good oral presentation is well structured. This makes it easier for the listener to follow. Generally speaking, the typical presentation consists of three parts; the beginning, middle and ending. In other words, there are the introduction, body and conclusion. Let's first look at the beginning of presentation. The beginning of a presentation is the most important part because it is the introduction of yourself to your listeners. You can begin your presentation by asking some questions or with a comment, quote or fact. In some cases, you can begin with a joke or surprising statement. An effective beginning draws the listeners' attention and sets the proper tone for your presentation.

Q16. What did the speaker talk about last time?

Q17. What does the speaker want to talk about today?

Q18. What does a typical presentation consist of?

Q19. Why is the beginning of a presentation the most important part, according to the speaker?

Q20. What is the role an effective can play in your presentation?

Part II Structure

Section A

21. C) “全日制雇员人数下降 200 万的同时，兼职人数增加了 2 倍多，人数超过了 400 万人。” 本题考查从属连词的用法。句子前后两个动作同时发生，故连词 while 意为“当……的时候”最为合适，故选 C)。
22. D) “正是由于您的推荐，使我能够在这家世界闻名的公司任工程师。” 本题考查强调句。句中强调的是主语部分，故选 D)。
23. C) “目前在许多城市由于汽车数量不断增加造成的污染越来越严重。” 本题考查动词时态。因为句子中有表示时间的状语 now，主语又是第三人称单数，故动词选择现在进行时。故选 C)。
24. B) “我们知道您需要方便获取您在银行账户的最新信息。” 本题考查固定搭配。access 常与 to 连用，表示“接近；进入；有权使用”，故选 B)。
25. A) “通常的做法是当电池还有些余电时就要给电池充电了。” 本题考查动词不定式的用法。动词不定式短语在句中作逻辑主语，故选 A)。
26. A) “我们应尽可能多地对客户进行调查，以确保市场的潜在客户数量。” 本题考查形容词比较级的用法。句中用的是“as ... as possible”的结构，故选 A)。
27. D) “只要你继续努力工作，早晚你会得到提拔。” 本题考查非谓语动词的用法。keep on 结构后应该跟动名词。故正确答案为 D)。
28. A) “英国有 490 万家企业，其中 99% 是小型企业。” 本题考查非限制性定语从句的用法。“介词+which/whom”结构中，关系代词的选择取决于它前面的先行词是人还是物，先行词是物，用 which；若为人，就用 whom，因为本句先行词是物 business，所以关系代词应选 which，故正确答案为 A)。
29. D) “由于得到整个团队成员的支持，他们最终为公司争取得到这个大项目。” 本题考查非谓语动词的用法。句中施动者 all the team members 与动作 support 之间是被动关系，所以要用过去分词，即 supposed。故正确答案为 D)。
30. B) “这篇文章告诉读者要在雇员的能力中寻求什么。” 本题考查宾语从句的用法。因为连接词在从句中作 look for 的宾语，所以要用连接代词，故正确答案为 B)。

Section B

31. reasonable “团队领导在会议上的提案听起来很有道理。” 该题考查词形转换。sound 是系动词，其后需要跟形容词，reason 的形容词形式为 reasonable。

32. make “通常来说，你一旦付款，商品将在一周内送达。” 本题考查一般现在时的用法。此处表达经常性或习惯性的动作，故动词用 make。
33. most expensive “据说广告是商家促销活动里最贵的方式。” 本题考查形容词比较级。形容词 expensive 前有定冠词 the，后又出现“of all the ...”结构，所以 expensive 要用最高形式 most expensive。
34. investment “由于受到经济危机的巨大影响，公司投资损失惨重。” 本题考查词形转换。its 后面需要跟名词。invest 的名词形式是 investment。
35. will be held “据报道下周五在伦敦将举行国际会议。” 本题考查被动语态的用法。从句主语是 conference，故谓语动词 hold 要用被动语态，时间状语为 next Friday，故谓语动词要用将来时。

Part III Reading Comprehension

Task 1

36. D) 细节题。从第一段第二句话“ We never tolerate any conduct that puts our customers and the communities we serve at risk. (我们永远不会容忍将我们提供服务的客户和社区置于危险境地的行为发生)” 可知答案选 D)。
37. B) 细节题。从第一段第三句话“ At GFL ,safety is more than a program;it is a core value of our company. ” 可知答案选 B)。
38. C) 词义猜测题。就第一段“ We are always mindful of ... ” 是什么意思进行选择。根据前半句以及并列连词 and 可知后半句的谓语部分也应该表示正面含义，故选 C)。
39. A) 细节题。从第二段第一句“ We are committed to the safety of our workers and have programs in place to continually upgrade our workers safety and enviromental practices. (我们致力于员工的安全防护并专设项目以不断提升员工的安全防范措施和环境保护。)” 可知答案选 A)。
40. B) 细节题。从第三段最后一句“ Our new ‘ green ’ waste management program is now gaining respect and popularity in the community. (公司新的“绿色”垃圾管理规划受到社区的推崇和欢迎。)” 可知答案选 B)。

短文大意：GFL 固态垃圾清运公司将对其提供服务的客户和社区置于危险境地的行为持零容忍态度。公司的核心价值观是安全第一。公司不断提升员工安全措施，加强环境保护。公司新的“绿色”垃圾管理规划受到社区的推崇和欢迎。

Task 2

41. A) 细节题。从第一段第二句“ Some occupations had already been declining for years due to advances in technology and changes in the global economy. (由于技术进步和全球经济

- 的变化,多年来一些职位已经大量减少)”可知答案选 A)。
42. D) 细节题。从第三段第二句中“Stage performances have fallen out of fashion and ... (舞台表演已经过时了……)”可知答案选 D)。
43. B) 细节题。从第七段最后一句“Moreover, technologies like voice mail and ... own office work.(像语音信箱和易操作的文字处理器这类技术使专业人士能够自己处理办公事务)”可知答案选 B)。
44. D) 细节题。从第九段最后一句“The occupation has been...and there might be a 24% decline by 2018. (到 2018 年这个职位……将减少 24%)”可知答案选 D)。
45. C) 主旨题。文章第一段是通篇的主旨段,主要讲述了随着技术进步和全球经济的变革,许多职业正在快速消失,且一去不返,其他各段一一介绍正在消失的各类职业,选项中“正在消失的职业”是最佳选项,其他选项都是具体细节。故选 C)。

短文大意:随着技术进步和全球经济的变革,许多职业正在快速消失,如舞台表演者、邮政分拣员、办公室的辅助人员、照片加工者以及无线电话务员。舞台表演几乎为电影和家庭娱乐技术所取代;像语音信箱和易操作的文字处理器这类技术使专业人士能够自己处理办公事务;手工照片加工者正在快速消失,到 2018 年这个职位将减少 24%;无线电话务员这个职位则连续五年都以 43%的速度减少。

Task 3

46. the communities 本题就 AIL 公司销售代表的第二个工作目标要求填空。答案在第一段的第三句“ We also believe whole-heartedly in giving back to the communities in which we operate. ”中。
47. work hard 该题对销售代表的第二个特点要求填空。答案在第二段的第二句“ Just the willingness to work hard. ”中。
48. selling 此题对销售代表的第二个特点要求填空。答案在第二段的第三句“ What makes American Income Life unique is that our work system enables our sales team to focus on selling, ... ”中。
49. free 该题就销售代表可以得到的好处进行填空。答案在第三段的第二句“ You will also find free training opportunities, and leadership experience, too. ”中。
50. leadership 本题对销售代表可以得到好处要求填空。该题与上题出处相同。

Task 4

51. F, J 52. L, Q 53. M, O 55. G, N
- A —Cost of goods sold 售出货成本
- B —Channel of distribution 分销渠道

C —Commission percent	佣金百分比
D —Competitive advantage	竞争优势
E —Current assets	流动资产
F —Current debt	现有债务
G —Direct cost of sales	直销成本
H —Earning before taxes	税前收益
I —Effective demand	有效需求
J —Advising payment	预付款
K —Advising bank	通知行
L —Letter of credit	信用证
M —Paying bank	付款银行
N —Capital market	资本市场
O —Cost and freight	成本加运费
P —Import license	进口许可证
Q —Joint venture	合资企业

Task 5

56. private student 从第一段“ Make no payments while in school with a Wells Fargo private student loan. ” 中可知答案。
57. education-related 从第二段最后一句“ Wells Fargo private student loans may be able to help you pay for all eligible education-related expenses, ... ”中可知答案。
58. leaving school 从第三段中的其他优惠的第一条“ Make no payments until six months after leaving school 中可知答案。
59. getting approved 从第四段第一句话“ Applying with a co-signer may improve your chance of getting approved and help you qualify for a lower interest rate. ” 中可知答案。
60. the process 从第六段“ Our Student Loan Specialists are here to help you through the process ... ” 中可知答案。

Part IV Translation-English into Chinese

61. B)—C)—A) 此句带有 in order to 引导的目的状语,主句含宾语从句,句中 cash flow “ 现金流行 ” ; lay off “ 裁员 ” ; salary reductions “ 减薪 ” 。
62. C)—A)—B) initial 是形容词,意为“ 最初的 ” , initial hesitation “ 最初的犹豫 ” ; approved products “ 已批准使用的产品,定型产品 ” ; growing market “ 成长中的市场 ” 。
63. A)—C)—B) 本句带有由 as a result of 引导的原因状语,意为“ 由于,作为结果 ” 。 business

expansion “业务扩张, 营业扩充”; city branch of our bank “市支行”; experienced bank clerk “经验丰富的银行职员”。

64. B)—C)—A) 该句由 now that 引导原因状语从句的复合句, 句中 economic competition “经济竞争”; be expected to “预计”; move towards “走向, 接近”; market economy “市场经济”。

65. 参考译文:

根据您的要求, 我们可以: 1) 更正和升级您的个人信息; 2) 停止向您的邮箱发送电子邮件; 3) 停止向您的电话和手机发送信息; 4) 关闭您的银行账号以防使用该账号再进行交易。您可到客户信息部提出上述要求, 也可给客户服务部打电话或发送电子邮件申请办理, 服务部电子邮箱: cs@lightinthebox.com。请勿电邮您的信用卡号或其他敏感信息。

【解析】

该段落共三句话。第一句用四个序号, 在 will 后排列了四个并列的动作, 介绍银行可提供的业务, 四组并列的动词基本采用了直译法, 只是第四个动作 stop your account 译为“关闭账号”更为贴切; 第二句是办理该业务的方法, You can make these requests (您可提出这些要求) 后的几个介词短语讲述了具体的操作办法: at the Customer Information Department 介词短语转译动词“至”或“到”这个动作, by telephoning 后要将其宾语增译出来才符合汉语习惯, 客户服务部的邮址另外译出更具有条理性; 第三句是注意事项, 原文是祈使句的否定式, 采用直译。

Part V Writing

December 21, 2014

Dear Mr. Smith,

I am the apartment administrator, Jeffrey. I have received your letter that you sent last Monday about your request for garage sales.

I regret that it is not allowed to use our common rooms for sales because of the apartment rules.

If you really need to have the activities, I give you a suggestion that you hold it in the outdoor parking lot. If you do so, please inform me of it a week in advance so that we can make reasonable arrangements ahead of time. And you had better give an advance notice to other residents, as your sales may cause any inconvenience for them.

Thank you for your cooperation with us.

Jeffrey Hibberd
sincerely Yours,
Apartment Administrator

高等学校英语应用能力考试 (A 级)

——2014 年 6 月试卷答案与解析

Part I Listening Comprehension

Section A

1. D) 细节题。对话中,男士问女士“目前正在做什么项目?”女士回答说“正在研发新的控制系统。”故选 D)。
2. C) 细节题。对话中,女士问男士其公司提供哪类产品,男士回答说“供应各类轿车的零配件。”故选 C)。
3. B) 因果题。女士问男士为何想接受这份工作,男士觉得这份工作既令人兴奋又具有挑战性,他喜欢这份工作。故选 B)。
4. A) 推断题。男士问女士急着干什么,女士说要在五点前赶到机场接朋友。故选 A)。
5. D) 推断题。男士问可否找经理,有事要投诉,女士告知经理不在,但她可代为处理。故选 D)。

Section B

Conversation 1

6. A) 根据对话中女士告知男士住宿一晚,房价为 80 美元并包括早餐,可推断选项 A)“早餐”为正确答案。
 7. D) 根据对话中女士问男士,“请出示护照可以吗?”,故正确答案为 D)。
- 对话大意:这是一段宾馆前台办理酒店入住的对话。男士需住宿一晚,女士告知住宿费一晚 80 美金并含早餐。女士要求男士出示护照以便办理手续。之后女士将房门钥匙交与男士。

Conversation 2

8. B) 题干问,女士为什么不能与亚当斯先生通话,男士说,“I'm sorry. The line is busy for the moment.”,因此选项 B)“占线”为正确答案。
9. C) 题干问,关于船期女士说了什么,女士说,“Please tell Mr. Adams that our shipment will be delayed.”,所以选项 C)“船期延误”是正确答案。
10. D) 题干问,女士要求男士做什么,女士说,“And could you ask him to call me back when the shipment arrives?”,故选项 D)“收到船货电复”为正确答案。

对话大意：这段对话是有关留言的电话录音。女士想与亚当斯先生通话，但线路正忙无法接通。女士要求留言转告亚当斯先生，船期延误至下周一方能到达，并要求亚当斯先生收到船货时电复。

Section C

11. local 来自原文 “ If you want to buy a motor bike, looking in your local newspaper is a good way to find one. ”
12. second – hand 来自原文 “ The advertisements list different kinds of bikes, both new and second-hand. ”
13. a check 来自原文 “ This will give you the opportunity to have a check of the motor bikes, ... ”
14. wait a while 来自原文 “ You may have to wait a while until the bike is available. ”
15. online 来自原文 “ Another way you can find great motor bikes is to look online. ”

短文大意：该文谈论买摩托车的方法。从当地报纸获取购买摩托车信息不失为一个好方法。因为报纸上刊登了各类摩托车广告，既有新车也有二手车，报刊广告的优势就在于可以给你提供挑选各类摩托车的机会。但是，这样买车可能存在一个问题，那就是你得等一段时间以待有现货。购车的另一途径就是通过网络搜寻。

Tapescripts

Section A

1. M: What project are you working on right now?
W: We are developing a new control system.
Q: What kind of system is being developed?
2. W: What kind of product does your company supply?
M: We supply spare parts for different cars.
Q: Why does the speakers talking about ?
3. W: Why do you want to accept this job offer?
Q: The job is interesting and challenging. I like it.
4. M: Jane. Why are you in such a hurry?
W: I have to meet a friend at the airport before 5'o clock.
Q: What can you learn about the woman from the conversation?
5. M: Can I talk to your manager?I have a complaint to make.
W: Sorry, the manager is not in. But I can handle your complaint.
Q: What does the woman mean?

Section B

Conversation 1

W: Hello, good evening. Can I help you?

M: I'd like to have a double room.

W: For how many nights, please?

M: Just one night.

W: One night. Well, the price is 80 dollars and breakfast is included. Could you fill out this form?

M: Yes, of course.

W: May I have your passport, please?

M: OK, here it is. Anything else?

W: OH, no more. This is your room key. And have a good rest.

M: Thank you.

Q6. What is included in the room price?

Q7. What does the woman ask the man to show her?

Conversation 2

M: ABC Company. Good morning. How can I help you?

W: Could I speak to Mr. Adams, please?

M: I'm sorry. The line is busy for the moment.

W: Could I leave a message then?

M: Yes, of course.

W: Please tell Mr. Adams that our shipment will be delayed.

M: Then when will it arrive?

W: Next Monday.

M: OK, shipment delayed. Arriving in next Monday.

W: Yes. And could you ask him to call me back when the shipment arrives?

M: Certainly.

W: Thanks for your help.

Q8. Why can't the woman talk to Mr. Adams?

Q9. What does the woman say about the shipment?

Q10. What does the woman ask Mr. Adams to do?

Section C

If you want to buy a motor bike, looking in your local newspaper is a good way to find one. There are a lot of advertisements there. The advertisements list different kinds of motor bikes, both new and second-hand. This will give you the opportunity to have a check of the motor bikes, ask questions and find something that you really want. Of course there may be a problem if you buy a bike in this way. You may have to wait a while until the bike is available. However, if you are patient and willing to wait, then looking in your local paper is a good way to find a motor bike you like. Another way you can find great motor bikes is to look online.

Q11. How can you get information if you are going to buy a motor bike according to the speaker?

Q12. What kind of motor bikes is advertised in the newspaper?

Q13. What is not of the advantages of using the advertisements on the newspaper?

Q14. What's the possible problem if you buy a bike in this way?

Q15. What is another way to find a good motor bike according to the speaker?

Part II Structure

Section A

16. A) “这部指南是为要在这个国家开网店的人准备的。” 本题考查被动语态的用法。intend 意为“准备(作某种用途或给某人用), 打算使……(成为); 供……(用)”, 常与 for, as 连用, 因为主语是物, 所以谓语动词为被动态, 故正确答案为 A)。
17. C) “对网络版管理系统的反应要比对同系统纸质版的反应更积极。” 本题考查形容词的比较级, more...than ..., 所以正确答案为 C)。
18. B) “我们都意识到人们有必要尊重他人的权利。” 本题考查逻辑主语的动词不定式短语, “for sb. to do sth.”, 故正确答案为 C)。
19. D) “如果有谁的观点比其他人的都重要, 那就是我们经理的了。” 本题考查关系代词的用法。whose 用作关系代词时, 表示“……的”, 可以指代人或物。故选 D)。
20. B) “就我的观点而言, 虽然这里的客户服务有了改进, 但比两年来的预期还差很多。” 本题考查固定搭配的用法。“in sb. 's opinion” 意为“依某人看来, 在某人看来”, 故选 B)。
21. A) “我们确信下月底前我们将完成第二个项目。” 本题考查将来完成时的用法。句中有时间状语 by the end of 或 by the time+将来的时间状语, 谓语一般可以用将来完成时。故选 A)。
22. C) “这位银行职员认真听客户讲话以便于准确搞清客户的需求。” 本题考查目的状语从句的复合句用法。根据上下文这里应该填“so that” 引导目的状语的连词, 故选 C)。
23. D) “这部词典收集了三千个常用词并配有书面语和口语的例子。” 本题考查过去分词的用法。根据后文的 and 和 spoken 判断, 此处 write 应该用过去分词, 故选 D)。

24. C) “他在当地的文法学校就读，随后去剑桥大学继续他的学业。”本题考查非限制性定语从句。“介词+which/whom”结构中，关系代词的选择取决于它前面的先行词是人还是物，若先行词是物，用 which；若为人，就用 whom，本句先行词 grammar school 是物，所以关系词用 which。故选 C)。
25. A) “如果此刻他在这儿，他会全力帮助你。”本题考查虚拟语气的用法。were 是 be 动词在 if 条件句中的虚拟语气形式，全句是对现在的虚拟，故正确答案为 A)。

Section B

26. Obviously “很显然，我在开展新工作的头几天里遇到了些困难。”本题考查转换。此处需要副词来修饰整个句子，形容词 obvious 的副词形式是 Obviously。
27. spelling “初学语法时我不会拼写复杂的词。”“have trouble doing sth.” 本题考查固定搭配。意为“做……很困难”。故填写 spelling。
28. is installed “确保新设备安全安装。”本题考查被动语态的用法。从句主语是 equipment，故谓语动词 install 要用被动语态。故填写 is installed。
29. dangerous “身为警官，受训的目的就是在身处险境时依然保持冷静。”本题考查词性转换。句中副词 extremely 修饰形容词“危险的”，名词 danger 的形式是 dangerous。
30. best “据说 Abersoch 是英国最理想的海滩之一。”本题考查形容词最高级的用法。“one of the +形容词最高级+名词复数”，表示“最……之一”，而 good 最高级是 best。
31. to lock “在停车场停车时记着锁车门。”本题考查动词不定式。“forget to do sth.” 意为“忘记做过某事”，此处应为前者。故填写 to lock。
32. growth “在过去的几年中，这些公司能够保持其业务稳定增长。”本题考查词性转换。句中形容词 steady 应该修饰名词，而 grow 的名词形式是 growth。
33. more reasonable “贵公司的价格比其他两个公司的出价更为合理。”本题考查形容词比较级。形容词 reasonable 后出现了表示比较级的 than，所以 reasonable 要用比较级形式 more reasonable。
34. hopeful “就业增长对雇用 90% 的美国劳动者的中小企业来说是令人乐观的迹象。”本题考查词性转换。sign 是名词，前面要有形容词来修饰，hope 的形容词形式是 hopeful。
35. living “在英国居住期间，你自己国家颁发的驾照仅有十二个月的有效期。”本题考查 ing 分词结构的用法。while 后面要跟 ing 分词结构在句中作时间状语。故填写 living。

Part III Reading Comprehension

Task 1

36. A) 细节题。从第一段最后一句 “ Its low cost makes email marketing become the most cost - effective advertising method available today. (其廉价的成本使电邮营销成为当今最划算的广告方式)” 可知正确答案为选项 A)。
37. B) 推断题。从第一段第四句话 “ With print ads , you are helping to keep newspapers and magazines alive. (做印刷广告 , 能够帮报社和杂志社存活下来)” 可知正确答案为选项 B)。
38. D) 细节题。从第二段第一句 “ With TV , you do not know who is watching your ads. (做电视广告你都搞不清楚谁在看你的广告。)” 可知正确答案为选项 D)。
39. A) 推断题。从第二段最后一句 “ With email, you know within 24 hours exactly which messages have been opened, by whom, ... (做电邮广告可在 24 小时内就能准确知道谁打开了你的哪份邮件.....)” 可知正确答案为选项 A)。
40. C) 细节题。从第三段第一句 “ Because of electronic links, those who open your emails can do their own research ... (由于电子链接的存在 , 电邮的读者可自行搜索.....)” 可知正确答案为选项 C)。

短文大意：本文说明通过电邮开展市场营销的方式日益增长。其低廉的成本使得电邮营销成为当今最为实惠的广告方式。相对而言，做印刷广告，使报刊杂志社存活下来。做电视广告，你都不知道谁会看你的广告。而通过电邮，你在 24 小时内即可准确了解谁打开了你的哪份邮件。由于电子链接的存在，打开你电子邮件的人可自行搜索。

Task 2

41. B) 细节题。从第一段第一句 “ To make your driving experience in the United States safe and enjoyable, our company is providing you with this Rules of the Road pamphlet. (为使您在美国的驾车经历安全而又享受 , 我公司将为您提供这本路《路驾安全手册》)”, 可知 , 正确答案为选项 B)。
42. A) 细节题。从规则二中 “ ... , the use of child seats for babies and small children(usually under age 5)is required to stay in all states. (.....各州规定五岁以下儿童乘车时必须使用儿童座椅。)” 可知 , 正确答案为选项 A)。
43. D) 细节题。从规则三中 “ Be extremely careful to stay to the right at all time-especially if you are from a left-hand drive country. (来自靠左侧行驶国家的司机在美国开车需要极为留意时刻保持右侧行驶。)” 可知 , 正确答案为选项 D)。
44. C) 细节题。从规则四中 “ Speed limits ... are usually significantly lower, generally 30 mph and even lower in school zones. (.....通常每小时限速 30 英里 , 在学校区域甚至更

低。) ”可知，正确答案为选项 C)。

45. B) 从规则五中 “ Traffic approaching in both directions must stop for a school bus while its red lights are flashing. (当校车红灯闪烁时双向行驶的车辆都要停车为其让行。) ”可知，正确答案为选项 B)。

短文大意：该文讲述的是一家公司发放的美国《路驾安全手册》。为使您在美享有安全的驾车经历，我公司将为您提供《路驾规则手册》。手册中告知，各州规定五岁以下儿童乘车必须使用儿童座椅，驾车中时刻保持车辆靠右侧行驶，在二级公路和城镇地区通常限速，一般为每小时 30 英里，在学校区域会更低，当校车红灯闪烁时双向行驶的车辆都要停车为其让行。

Task 3

46. 2002 原句转述。由第一段第二句 “ We have been operating since 2002. ” 可知答案。
47. personal touch 直接答题。由第二段的 “ ... we are able to offer a service with a personal touch ... ” 可知答案。
48. High quality 直接答题。答案在第三段句首。
49. time keepers 调整答案。由第三段第二句的 “ ... excellent time keepers ... ” 可知答案。
50. neat and tidy 调整答案。可在第三段最后一句中找到答案。

短文大意：本文是英国伦敦一家名为 “ UK London Chauffeur ” 的出租车公司的宣传广告。该公司位于伦敦西北部，交通便利，可以迅速抵达伦敦的各个机场及市中心。公司于 2002 年开始运营，随时提供门到门的汽车预租服务。该公司提供一流的服务，司机全都穿西装打领带，而且很准时，车辆也很干净、整洁。

Task 4

51. E, Q 52. K, N 53. H, G 54. P, A 55. C, I

A —Floor area

建筑面积

B —Title document

契约文书

C —Land use certificate

土地使用证

D —Commercial/residential complex

商住综合楼

E —Land use fee

土地使用费

F —Land use term

土地使用期

G —Planning approval

计划批准

H —Reconstruction of old area

旧区改造

I —Public utilities

公共设施

J —Urban planning

城市规划

K —State-owned land

国有土地

N —The Municipal Land Administration Bureau	市土地管理局
O —Construction project	建设项目
P —Land efficiency	住宅
Q —Location classification	地段等级

Task 5

56. quality control manager 由第二段第一句 “ I am writing to apply for the position you advertised on Monster.com for a quality control manager. ” 可知答案。
57. information technology department 本题答案在 Hopewell Industries ... ” 中。
58. IBM 本题答案在第五段的第一句 “ Recently, Hopewell Industries decided to outsource the IT function to IBM. ” 中。
59. trade journals 本题答案在第六段第一句话 “ I have heard about APS Software in various trade journals and ... ” 中。
60. quality products 本题答案在第七段第二句话 “ APS is well known for quality products, ... ” 中。

短文大意 :这是一封求职信。在信中 Alice Grassley 想申请质量控制经理一职。最近他所在的 Hopewell Industries 已决定将 IT 功能外包给 IBM 公司。他从行业期刊中获知 APS Software 公司的情况,他很想成为其团队的一员,APS 以其高质量的产品著称。

Part IV Translation-English into Chinese

61. B)—A)—D)—C) 该句有一个由过去分词短语构成的非限定定语修饰 order,翻译时前置会显累赘,后置比较合理,place an order 意为“下定单”,be honored at our previous prices 意为“以原来价格兑付”。
62. C)—D)—A)—B) due to 介词短语,意为“将.....限制在(或控制在)”,free delivery service 意为“免费送货服务”,over 引导介词短语修饰 orders 意为“超过 200 美元的”。
63. D)—C)—B)—A) 此题是一个由 and 连接的并列句。carry-on item 意为“随身携着的行李”;personal item 意为“个人物品”;flight 指“飞机航班”;they 指代 one carry-on item 和 one personal item。be subject to 意为“以.....为条件”;size restrictions 意为“尺寸限制”。
64. A)—C)—B)—D) 此句是 as long as 引导的条件状语从句的复合句,句中 be allowed 在翻译时被动语态主动化,increase the rent 意为“提高租金”;by any amount 意为“以任何数据”;illegal reason 意为“非法原因”。

65. 参考译文：

大多数人一生有诸多事情要做。既然时间不可创造，那么我们就有必要做出抉择，制定计划。计划的制定对于缓解因时间太少而产生的压力至关重要。既可为远期目标也可为近期目标制定计划。计划制定从日常生活开始。日常计划由两部分组成。首先，列出你今天的任务清单。然后，倾注大部分时间将其完成。

【解析】

since 引导原因状语从句，句中的被动语态，翻译时应主动化：make choices 意为“做出选择”；make a plan 意为“制定计划”；planning 译成偏正词“计划的制定”；the stress of too little time 采用增词法译为“因时间太少而产生的压力”；名词 key 翻译时转为形容词“至关重要的”；Plans can be made for ... 翻译时转为主动态“为……制定计划”；“Start by making daily plans.”一句中，形容词 daily 译为副词，making plans 的动宾结构变为偏正结构；最后一句仍是被动语态转译为主动语态。

Part V Writing

To : wangbin@163.com

Dear Wang Bin,

I'm writing to tell you that ABC Company is recruiting on its website. I think you're qualified for the position of a software programmer, whose requirements are as follows :

Education includes a vocational college certificate, majoring in computer science or associate one.

Full-time or part-time work experience is preferred.

Starting salary:3000 yuan/month.

The period of validity lasts two weeks from July 15, 2014. You can send application letter and resume to ABCco@163.com. I hope you can grasp the opportunity to enter the company, as ABC's one of the largest software companies.

Yours sincerely,
Chen Hua

